

Asema Incorporates Cohesity in its Backup and Recovery Solution Service



INDUSTRY

Service Provider

USE CASE

Backup and Recovery

INTRODUCTION

Founded 15 years ago based on an integrator model combining resale and installation, Asema is a data processing expert and long-time NetApp partner. Headquartered in France, the company transformed its business in 2017 to adapt to market changes and has developed a range of Storage-as-a-Service solutions called Alter, for both primary and secondary data management. This scalable, on-demand offer is based on three solutions: AlterStor, for on-demand data management, AlterDrive, for synchronisation and file sharing, and AlterBackup, for backup (BaaS) and recovery (DRaaS) in hosted mode. With Alter, Asema helps organisations adapt their storage infrastructure to meet space and performance needs.

CHALLENGES

As companies like Google, Facebook, or AWS start to invade the sphere of traditional service providers, specialists like Asema need to focus on innovative technologies, more creative business models and value-added services to keep up to pace and help customers to efficiently solve most of their IT challenges.

Today, many organisations in the world have realised the value of moving data to the cloud. The rise of hybrid IT environments, coupled with traditional infrastructure silos, accentuate the phenomenon of massive data fragmentation, which can be particularly difficult to manage. Faced with this complexity, coupled with the increasing volumes of data to be managed, some companies are having problems keeping up. Asema has therefore developed a comprehensive data management solution using the most advanced technologies in order to continue to support customers effectively in hybrid environments.

"Cohesity's disruptive approach to managing its secondary data from a single web platform is attracting more and more organisations. In a context in which legislation is getting tighter – e.g. the GDPR – and cyber threats are intensifying, organisations not only need to protect their data, more importantly they need to be able to find and restore it efficiently, intelligently, and quickly when needed. That's exactly what Cohesity does."

OLIVIER MOREL,
CEO and Co-Founder

Working with companies with a wide range of profiles and from a variety of sectors including banking, insurance, car manufacturers, luxury goods and cosmetics, Asema needed an agnostic, simple, and efficient solution with the flexibility to handle large volumes of data on demand.

Asema aimed for the following capabilities in a secondary data solution:

- High scalability and performance, enabling to handle data management projects of all sizes
- Multi-protocol capabilities (CIFS, NFS, S3), enabling the addition of a second solution if required
- Support for Network Attached Storage (NAS)
- Appliance mode, enabling the solution to be considered fully integrated

SOLUTION

After evaluating several solutions of the market, Asema was quickly impressed by Cohesity's truly innovative vision to consolidating data silos and managing backups, NAS, tests and development, archiving and analytics from a single web platform. Moreover, the Cohesity solution not only makes it easy to tailor available storage space as needed, but also offers backup and recovery capabilities which are unique in the market and lends itself to the needs of both end customers and cloud service providers.

Asema decided to integrate Cohesity DataPlatform into AlterBackup, Alter's backup (BaaS) and recovery (DraaS) solution, making it easy to protect, store, manage, and collect information from data. With Cohesity, Asema can offer an agnostic solution to the entire industry, one which is fully customised and adapted to the context, to the complexity of the infrastructure and to the volume of data to be managed, from 1TB up to several dozen petabytes. The solution has unlimited volumes, and its flexibility enables other technological bricks to be added to the application with ease.

RESULTS

Since the integration of Cohesity technology, many POCs and projects have already been successfully completed with organisations across a wide range of profiles and backgrounds, helping to retrieve and restore data in minutes instead of days. And with faster time-to-market and increased performance levels, demand for Asema services is growing.

Asema realised the following benefits with Cohesity:

- Single web-scale platform for simplified and fast backup and recovery thanks to deduplication and compression performance, offering greater volume potential and scalability
- Significant cost savings for IT thanks to attractive pricing
- Intuitive Web interface and integrated indexing engine, enabling queries to be launched to find precise categories of data instantly
- Easy management of multiple customer projects, thanks to multi-tenant capability, isolating projects by creating watertight logic solutions up to 200TB

Thanks to Cohesity, Asema has now the capability to monetise secondary data and applications services across clouds, while accelerating customers' journey to hybrid cloud.