



CASE STUDY

Cohesity Secondary Data Solution Beats the Competition on Performance, Ease-of-Use, Cost and Efficiency



Your safety. Our passion.

Introduction

Established in 1995 in Oslo, Sector Alarm has evolved into a major European actor, providing security solutions to private homes and businesses. With over 510,000 customers, Sector Alarm is recognized in the industry for its high-quality customer service, thanks to a dedicated staff of over 1800 employees in Norway, Sweden, Finland, Ireland, France and Spain. Technology plays a major role in the successful delivery of Sector Alarm's services. The company leverages data from IoT sensors and apps for smartphones, to complement its Alarm Receiving centres and field support personnel.

Challenges

Using data captured from sensors, alarms and smart device apps, Sector Alarm is able to better tailor its products to target customers in order to maintain its competitive edge. But the company was unhappy with the performance of its previous secondary data storage solution, which presented a significant challenge when it came to maintenance. The IT team had to manage several backup systems, and because of its poor performance, Sector Alarm was struggling to meet the needs of the business. When a backup refresh cycle was due, the team deemed it the right time to re-evaluate options and was eager to identify a superior IT solution to deliver the best service possible.

Sector Alarm aimed for the following capabilities in a secondary storage solution:

- Simplified management for ease-of-use
- Hyperconverged solution for optimal backup and recovery
- Ability to manage critical and sensitive data replication to meet compliance standards
- Faster recovery and restore times to meet SLAs

INDUSTRY

Security Solutions

USE CASE

Backup and Protection, Test/Dev

SOLUTION PARTNERS

Nutanix

CHANNEL PARTNER

Proact IT Norge AS

"We anticipated better performance and a drop in the level of support after we deployed the solution when, in fact, the Cohesity solution did exactly what it promised and even more."

IDAR STILLUF KARLSEN,

Group IT Infrastructure Manager,
Sector Alarm

Solution

The Sector Alarm IT environment is heavily virtualised, leveraging hyperconverged infrastructure, with approximately 600 servers in production. Recognising the advantages of hyperconvergence, the team contacted Cohesity. Following a meeting and an in-depth demonstration of the solution, Sector Alarm was keen to progress further, and a system to test the solution and a proof-of-concept was arranged within one week.

"The proof of concept was a success and the system met all of our requirements. We were extremely impressed with the performance and overall capabilities of the system," Idar Stilluf Karlsen, Group IT Infrastructure Manager, commented.

Sector Alarm selected two hyperconverged solutions for testing in its own data centres over a two-month period, with a focus on how the solution would improve day-to-day administration and help support the company's operations overall.

Sector Alarm was first and foremost focused on performance as the company began evaluating solutions from the two vendors. After completing extensive research and testing, Sector Alarm determined that the Cohesity solution was considerably faster than its direct competitor in backing up exactly the same data. Sector Alarm applauded Cohesity's simple-to-use interface, which was deemed more user-friendly than the competing offering. Additionally, Sector Alarm noted that Cohesity's solution had a better TCO than the competing offerings.

After extensive research and testing, Sector Alarm deployed three Cohesity C2500 hyperconverged node appliances as well as five CS2100 and one CS2300 across its data centres in Finland, Ireland, Spain, Sweden and Norway.

Recap

Since deploying Cohesity's comprehensive backup solution, Sector Alarm's IT team is empowered to ensure customer SLAs are met, with faster retrieval times and indexed datasets. The company has also benefitted from test/dev and analytics features. The security solution provider saw time spent on IT oversight administration drop dramatically.

Results

For Sector Alarm, Cohesity was more than just a backup solution. There were other attributes that the company was keen to take advantage of, such as the test/dev, instant mount and analytics features.

As Sector Alarm deals with confidential and sensitive data subject to stringent compliance regulations, the company is now able to easily replicate critical data to the main office, something that was more complicated with the previous backup solutions.

The Cohesity solution has improved customer processes at Sector Alarm, particularly in terms of speed to access information. The team has reduced the time spent on managing the solution from ten hours per week, to less than one hour. With a much-improved search function and all the company's data indexed, Sector Alarm has cut lead times for data retrieval considerably. Furthermore, the Sector Alarm team is also able to use tape for long-term, off-line archiving, a feature which is imbedded in the Cohesity solution.

Sector Alarm's team is now more confident that it can better deliver on its backup and recovery SLAs.

Sector Alarm realized many benefits with Cohesity including:

- Time spent on IT oversight reduced from 10 hours per week to just one hour
- Enabled company to meet and exceed SLAs with faster restores to exceed customer requirements
- Lower TCO with future scalability
- Seamless and simplified replication of critical data to headquarters office