



Enterprise Software Company Modernizes Data Protection Strategy With WEI

WEI helps customer save \$27 million with cloud backup and recovery solution delivered by WEI & Rubrik.

● **SUMMARY:** It is not uncommon for a homegrown data protection strategy to encounter scalability challenges in an evolving IT environment as demands from rapid data growth, lifecycle management, and ransomware protection inevitably surface. Such was the case for a prominent enterprise software company that was in need of a modernized approach to data protection. With assistance from WEI, the customer evaluated Rubrik's enterprise-class backup and recovery solution, aiming for a comprehensive enterprise data protection approach that enhanced its cyber resilience against ransomware threats and ensured its mission-critical workloads were protected at scale.

The implementation of Rubrik's Zero Trust Architecture, centralized management platform, and advanced recovery capabilities not only protected the customer's AWS and Azure environments from ransomware, but also lowered cyber insurance premiums, decreased recovery times and simplified their IT operations.

● **CHALLENGE:** How to improve upon an existing data protection strategy while continuing to deliver the software solutions its customers required served as the primary challenge. The company's existing homegrown data backup solution lacked appropriate database protections, leaving the company susceptible to modern ransomware attacks. The lack of visibility into their cloud workloads also hindered their ability to effectively monitor and manage their cloud backup strategy. Decentralized management tools and reporting challenges made it a challenge to manage backups at scale. These issues impacted the company's cyber resilience and recovery speed.

● **SOLUTION:** WEI focused on developing deeper insights into the customer's evolving needs of their IT environment, and through this, identified additional considerations for cost savings and optimizations. This included cloud storage costs associated with utilizing AWS Elastic Block Storage (EBS) for snapshots of the environment versus lower cost storage tiers. To address these challenges and protect the company's data, WEI needed to transform the company's backup and recovery strategies and deploy a more effective solution.

Immediate Impact Guided By WEI

- Significant cost savings for customer when comparing the cost of AWS native backup service to Rubrik.
- Estimated \$27M in savings over a 5-year period.
- Customer protects AWS and Azure environment from ransomware.
- Customer has the opportunity to lower cyber insurance premiums.
- Simplified management and time given back to IT.
- Lower recovery time and recovery point objectives.

WEI leveraged its relationship with Rubrik, a cloud data management and data security solution provider, to help build an effective backup and recovery strategy that addressed the customer's challenges. Rubrik's enterprise-class backup and recovery solution provides the comprehensive data protection WEI's customer needed to fortify its cyber resilience. Rubrik's Zero Trust architecture offers sophisticated security features for online backups, including unalterable snapshots and both encryption at-rest and in-transit which protect the company's mission-critical workloads against cyber threats. The solution's advanced recovery capabilities also improved the company's cyber resilience program, offering on-demand rapid recovery at scale.

Rubrik's centralized management platform and single-pane-of-glass interface unify and standardize data management across the software company's AWS and Azure deployments. Rubrik's world-class reporting resources also provide the data and essential insights to promote more informed decision making. With tiered storage options, the cloud data backup solution also allows the company to place data in the most appropriate tier to minimize storage-related expenditures.

To demonstrate the operational benefits and cost efficiency of Rubrik over AWS native tools, WEI and Rubrik partnered to conduct a proof of concept (POC) for the customer. During this process, the customer validated the technology and assessed operational improvements that were made possible by the solution. Upon exiting a successful POC, the customer purchased the solution to improve their backup and recovery strategy and achieve significant cost savings.

● OUTCOMES:

Improved Backup Management Bolsters Cyber Resilience

A comprehensive enterprise data protection strategy for the client has resulted in streamlined data security to simplify IT management, reduce risk of data loss, and enhance its resiliency against cyberattacks and downtime. The company can also manage backups at scale to accelerate recovery times and elevate operational efficiency.

Substantial Cost Savings & Efficiencies

Replacing its existing AWS native cloud storage services with Rubrik's low-cost, long-term storage is estimated to save the company approximately \$27 million over five years. In addition, the company will also benefit from lower cyber insurance premiums with the new solution's robust data protections.

Strategic Insights Support Future Planning

Rubrik's powerful cloud management tool and single pane view offer robust, yet simplified IT management functionality that can help the customer identify optimization opportunities. With increased visibility into the cloud environment, the company can build strategic insights that can drive future planning and enable improved cost effectiveness and data security. The combination of heightened awareness and enhanced management capabilities also empowers the company's internal FinOps team to monitor cloud spend proactively to identify and justify if rising cloud costs are necessary to support the business or if adjustments are needed for operational and cost efficiency. The savings achieved through better controlled cloud costs can be reinvested in the business to continually develop software solutions that enrich project outcomes and the customer experience.

Talk to WEI today

WEI's experienced architects engaged with the customer in meaningful conversations around backup and recovery and conducted a thorough assessment of its existing data protection landscape. Through this process, WEI gained an in-depth understanding of the company's existing situation as well as its business-specific, forward-looking needs.

To explore the potential cost savings, operational efficiencies, and cyber resilience your company can achieve with a modern backup and recovery solution, contact WEI for an assessment of your cloud data protection strategies.