



Customer Case Study - US State Government

The Business Challenge

The customer was dealing with an explosion of data and witnessing a huge spike in the demand for backup capacity. The customer's backup infrastructure consisted of traditional backup appliances, which were getting increasingly more expensive year over year. Also struggling to manage an aging infrastructure, these appliances were exhausting a significant part of the budget with every refresh cycle.

The customer was facing multiple challenges:

- 230 TB in use and expanding:
\$/TB getting costlier by the day
- Ten points of management:
Segregated dedupe domains leading to a management nightmare and depleting dedupe savings
- EOL (End Of License):
No incremental upgrade path for aging appliances
- Mirrored deployment for DR:
Managing mirrored nodes for DR added another management headache
- Meeting backup/restore windows:
With any infrastructure change, the customer could not afford to meet current backup windows: 6 pm to 8 am during the weekdays and 6 pm Friday to 6 pm Sunday

The customer was also aware of digital transformation efforts transpiring at neighboring states. They knew that enterprise solutions had evolved since their last refresh cycle, and technologies like software-defined storage, containerized workloads, and public cloud solutions had gained prominence. When the customer started to explore a new data management solution, they set out with explicit success criteria:

1. Standardize the infrastructure:

The storage solution should be able to support diverse workloads and capable of

ABOUT HEDVIG

Hedvig reduces enterprise storage costs by 60% while accelerating their migration to cloud. The Hedvig Distributed Storage Platform combines block, file, and object storage for bare metal, hypervisor, and container environments. Hedvig is the only software-defined solution built on a distributed system that gets better and faster as it scales.



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providing primary, as well as secondary storage capabilities.

2. Simplify overall operations:

The storage solution should provide automation capabilities for storage consumption and storage management operations.

3. Support for emerging workloads:

Modern technologies, such as containerized applications and cloud-native workloads, should be seamlessly supported.

4. Cut down the overall expenditure:

The storage solution should provide not only CapEx reduction but OpEx savings, as well. It should be easy to estimate capacity requirements, predictable in price, and consistently performant.

5. Select the right solution that will enable a “Cloud-ready” mission:

The solution should be flexible enough to provide cloud support when the data management requirements evolve.

Hedvig Solution

The customer tried multiple storage vendors and discovered that Hedvig was the only solution that met all their requirements. Other storage vendors either had a business model similar to their existing solution or solved only a subset of their problems. They extensively verified Hedvig’s capabilities by running simulated workloads on the Hedvig platform over a period of time. They verified high availability with multiple hardware/software failure scenarios, storage reduction with high deduplication and compression ratios, and backup/restore performance with multiple media server configurations.

The customer was using Veritas Netbackup as their backup application, and Hedvig’s OST integration provided enhanced backup and restore performance, along with an optimized inline and global deduplication approach. Hedvig also provided a backup-optimized virtual disk that can be used as a shared backup target by any backup application. This enabled the customer to keep their options open when it came to refreshing their backup application license. Eventually, Hedvig came out significantly

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cheaper and feature-rich than even newer converged backup solutions in the market. Hedvig was the only solution that was not limited to backup workloads. Hedvig provided a wide range of capabilities including:

1. Multi-protocol support: block (iSCSI), file(NFS), and object(S3/Swift)
2. Virtualization platform integration: Support for hypervisors such as VMware, Hyper-V, and KVM
3. Location agnostic: Natively allows multi-site, hybrid cloud, and multi-cloud infrastructures
4. Containerized workloads: Integrates with Docker, Kubernetes, Mesosphere, and OpenShift

Hedvig Benefits:

- Modern storage and lower TCO
- Data center standardization, no forklift upgrades
- Wide support for backup applications
- A unique two-tier Software-Defined Solution
- 60% less expensive than their existing appliance
- Optimized backup and restore
- Global deduplication and compression
- Multi-site distributed-model
- 24 x 7 support

Results

Hedvig enabled the customer to move away from their aging storage infrastructure, which was getting expensive and hard to scale. The customer was able to visualize their dream of consolidating primary and secondary storage workloads using the same platform. Hedvig's cloud-ready distributed storage platform helped the customer to modernize their data centers and significantly reduce their CapEx and OpEx with commodity servers and cloud-like storage management.

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