

Case Study: AUTOMOTIVE

WHO

- UK motor group and car dealership chain
- 185 dealerships/remote sites
- Circa 8,500 users
- 3x datacentres in Manchester, Newcastle, Belfast

CHALLENGE

- Constrained investment in IT
- Technology not keeping pace with needs
- Experiencing challenges with Symantec backup - delays
- Resulting in RPO and RTO not being met

SOLUTION

- Veeam obvious choice for virtual infrastructure based on VMware
- Facilitated demo of Veeam and 30-day licence trial
- Hosted discovery workshops with Veeam and customer to look at bespoke solution
- Selected 'Backup and Replication for Enterprise'
- Led additional workshop to explore best licensing option

Servium

BENEFITS

- Results within first few days of trial
- Backup windows a lot smaller and meeting company targets
- Backup now much quicker and achieving objectives
- Entirely user-friendly single interface
- Less resource to manage, freeing up IT team
- More granular understanding of where to backup to/from
- Now reengaging with Veeam expert to extend backup

WHY SERVIUM?

- Got to grips with challenge and proposed options quickly
- Excellent relationship with Veeam got the right experts engaged
- Valuable support through every stage of the project - advice, licensing, implementation



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