

# Compeer Financial Uses Rubrik to Deliver Self-Service Access to Hybrid Cloud Resources



## RESULTS

- Datacenter consolidation and footprint reduction
- Near-zero RTOs and 4x RPO reduction
- Reduced daily backup management from hours to minutes
- Significant TCO reduction

## THE CHALLENGE

- Complex and rapidly expanding environment due to M&A
- Poor RPO/RTOs, particularly for SQL databases
- Time-consuming management and cumbersome interface with legacy solution

## THE SOLUTION

- Self-service for SQL database administrators through role based access
- Instant restores of both VMs and SQL databases with Rubrik Live Mount
- Archive to cloud and age out tape

As one of the United States' largest farm credit associations, Compeer Financial provides a reliable source of capital for farm operations in over 140 counties across the upper Midwest. Compeer was created in 2017 out of a merger of Agstar Financial Services, Badgerland Financial, and 1st Farm Credit Services to better meet the needs of rural America. The merger required Compeer's IT Team to overcome numerous challenges associated with unifying three disparate IT environments. Fortunately, Compeer's IT Operations Lead, Scott Ament, and his team purchased Rubrik at AgStar a year before the merger. Rubrik streamlined Agstar's backup processes and helped to facilitate the consolidation of the three firms' environments following the merge into Compeer.

## LEGACY BACKUP SOLUTION CANNOT KEEP PACE WITH SHIFT TO VIRTUALIZED AND HYBRID CLOUD ENVIRONMENT

Prior to the merger, Ament's team was focused on increasing virtualization and expanding into the cloud. However, Compeer's (AgStar's) legacy backup solution was unable to keep pace with its ambitious IT goals. "Our previous backup vendor was agent-based, and as our environment grew and became more virtualized and cloud-based, we realized we required different capabilities." In exploring alternatives, Ament and his team faced a dilemma: other backup providers were either incapable of meeting their needs or were prohibitively expensive. "None of the other vendors felt like they had been built with virtualization or hybrid cloud in mind, and we were not confident that they would give us the agility we were looking for moving forward. They felt like band-aid fixes."

## RUBRIK DELIVERS SELF-SERVICE CAPABILITIES TO SQL DATABASE ADMINISTRATORS

At the recommendation of a trusted partner, Ament and his team began investigating Rubrik. "While we typically like vendors that have been around for a while, after we saw how easy Rubrik was to use and how much better it performed than our old solution, we were sold," Ament said. Rubrik's intuitive interface provides visibility across Compeer's entire environment, and allows its SQL database administrators to self-serve. With live mount, Compeer's SQL database administrators can instantly restore one of its approximately 500 SQL databases to quickly access records, perform backup health checks, or use for testing and development. "Rubrik is built from the ground up for hybrid cloud environments. We decided that if we were going to overhaul our environment, we should use the vendor that is best suited for where we want to go."

## COMPEER ACHIEVES POST-MERGER SUCCESS WITH RUBRIK

Post-merger, Rubrik helped Compeer to consolidate and simplify three disparate IT systems, meet its RTO and RPO objectives, and eliminate tape by archiving to the cloud. “We wanted to get away from using tape, and Rubrik allowed us to do that without worrying,” said Ament. With Rubrik’s 24/7 automated and reliable backups, Compeer performs backups throughout the day with minimal impact to performance. “We went from backing up only once during the evening and hoping that it didn’t fail, to having at least four backups per day,” Ament said. Rubrik’s incremental-forever approach reduces storage requirements and offers faster backups, allowing Compeer to confidently meet backup windows, even for highly transactional SQL databases. “We stopped having to worry about dealing with failed backups, and that frees us up to focus on more important initiatives.”

Other benefits include:

- **Reduced Management Time:** “With our old solution one of our employees had to spend at least a few hours each day on backups. Now, Rubrik automates everything, and we’re only spending a few minutes a day.”
- **Significant Cost Savings:** “Our old solution was expensive and required frequent refreshes. It would have cost us a lot more to do a lot less with our old solution.”
- **Increased Security and Compliance:** “Rubrik makes it easy for us to prove to regulators that we’re backing up our data and that it’s secure. The reporting and compliance tools keep improving with every release.” They are also able to quickly restore data back to the production environment.
- **Easy to use “Rack and Go” Platform:** “The fact that we don’t have to send away our users to get trained and certified on every new release is huge. We deployed Rubrik and got everyone up-to-speed within hours, whereas with our previous vendor it would have taken weeks.”
- **Self-service for SQL Database Administrators:** “We were able to grant our SQL database administrators some administrative privileges in Rubrik. Now they can find and instantly restore their own databases without having to submit a request to the backup team.”

Moving forward, Compeer plans to leverage Rubrik for migrating workloads across clouds and for testing and development. Ament said, “We’re exploring a lot of different ways to utilize Rubrik to be more effective and efficient. We can mount a VM or SQL database directly onto a Brik to test it, or move it from one environment to another depending on what’s cheapest. It gives us a lot of ability to optimize.”

“With Rubrik, we have the tools that we need to execute our cloud strategy.”

- **Scott Ament**, IT Operations Lead



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Rubrik delivers instant application availability to hybrid cloud enterprises for recovery, search, cloud, and development. By using the market-leading Cloud Data Management platform to provide instant access with self-service, customers mobilize applications, automate protection policies, recover from Ransomware, search and analyze application data at scale on one platform. From days to seconds.

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