rubrik

Canada's Leading Cloud Solutions Provider Stage2Data Accelerates Business Growth with Rubrik-Powered "Always-On" Hybrid Cloud Services

Stage2Data
S2D

INDUSTRY
Service Delivery Partners

RESULTS
- Revenue growth from expanding customer base to larger hybrid cloud enterprises
- 30-50% cost savings from data center footprint reduction
- 87% decrease in support call volume after deploying Rubrik's solution
- Rack-and-go in under an hour

THE CHALLENGE
- Enterprise go-to-market bottleneck due to limited technology of legacy solutions
- Lack of future-proof for cloud with legacy vendors

THE SOLUTION
- Rubrik-as-a-service to provide hybrid cloud solutions to enterprises, regardless of where their data resides

Drawing on over 20 years of experience, Stage2Data is one of Canada's fastest growing cloud solution providers. Since 1998, Stage2Data has specialized in disaster-recovery-as-a-service, backup-as-a-service and hosting services to its customers. As more of Stage2Data's customers move their data to the cloud, Stage2Data used Rubrik as the core technology to build its Cloud Provider Redundancy ("CPR") disaster-recovery-as-a-service, a new approach to "always-on" that securely connects multiple private and public clouds. Rubrik-powered CPR delivers a comprehensive hybrid cloud solution that enables data to be replicated across different clouds and instantly available at all times.

"We have a shared vision with Rubrik to simplify backup and disaster recovery for customers of all sizes as they transition from private to public cloud," said Stephen Pyott, VP of Sales at Stage2Data. "We chose Rubrik because Rubrik can go wherever the customer chooses to go, whether it is virtualization platforms like VMware, Hyper-V and Acropolis, physical environments or cloud platforms like AWS and Azure."

RUBRIK ENABLES STAGE2DATA TO DELIVER HIGHER VALUE SERVICES

Prior to deploying Rubrik, Stage2Data experienced go-to-market friction in the enterprise customer segment due to the limited functionality and lack of scalability of its legacy data protection solutions. "We chose to replace our legacy solutions with Rubrik because Rubrik is a true enterprise-grade solution that allows customers of all sizes to embrace the economic benefits and agility of cloud and virtual IT by centralizing backup, recovery, replication and archive across private and public clouds in one single fabric," said Jeff Collier, President of Stage2Data. "With Rubrik, we have made significant traction with enterprise customers and achieved 30-50% total cost savings to boot."

NEW RUBRIK-POWERED CLOUD-DISASTER-RECOVERY-AS-A-SERVICE DELIVERS "ALWAYS-ON" AVAILABILITY AND ELIMINATES CLOUD VENDOR LOCK-IN

More and more organizations are moving to the public cloud to capture the benefits of increased scalability, agility and reduced infrastructure costs. However, relying on a single public cloud provider is not always the safest strategy given that any single cloud provider can experience outages at any time. For example, in April 2011, Amazon Web Services experienced a significant outage which impacted a large region in the east of the United states. Stage2Data uses Rubrik to power its CPR service, which enables customer data to be replicated across multiple public clouds like Amazon

Web Services and Microsoft Azure and instantly available at all times. If the primary cloud service goes down, a secondary cloud provider will take over full functionality. Because of the cost savings Stage2Data achieved with Rubrik, Stage2Data CPR has feature parity with but is much more affordable than traditional disaster recovery services. Other benefits include:
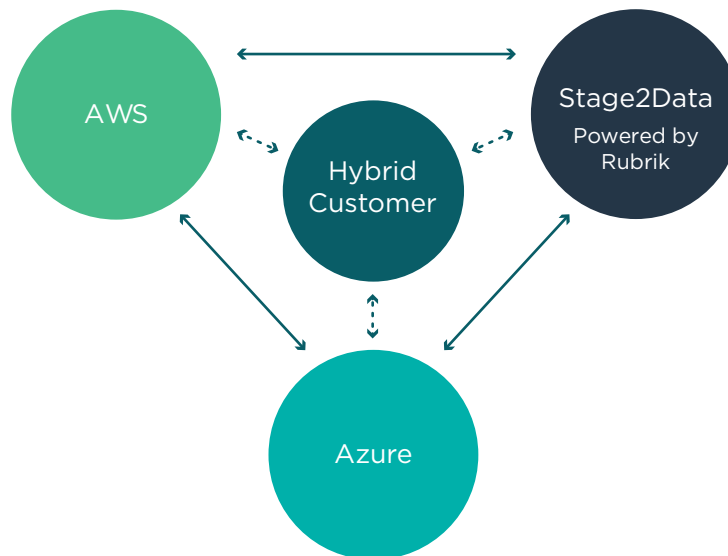
- **Simple to deploy and scale:** "Our Rubrik appliance was delivered on Monday morning, and we installed it in under an hour on Monday evening. By Monday night, Rubrik was up and running."

- **Dramatic management time savings:** "Before Rubrik, we spent a disproportionate amount of time on support calls due to the complexity of our legacy solutions. After Rubrik, our support call volume was reduced by 87%."

- **API-First architecture:** "Using Rubrik APIs, we can enable customers to build end-to-end automated workflows."

Looking forward, Stage2Data plans to launch more Rubrik-powered managed services to deliver innovative technology to global customers of all sizes. "We are so glad we have hitched our wagon to Rubrik", said Marc Beisheim, the Chief Financial Officer of The Canadian Press, a Stage2Data customer.

All Clouds Connected by Stage2Data Powered by Rubrik

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- Jeff Collier, President of Stage2Data

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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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