



# Kremsmüller Significantly Reduces Costs and Moves to the Cloud with Rubrik



## INDUSTRY

Manufacturing

## RESULTS

- 50% TCO savings
- Near-zero RTOs
- Improved SLA and regulatory compliance management

## THE CHALLENGE

- Expensive and complex legacy solution
- Unable to meet SLA requirements
- Unable to archive to the cloud

## THE SOLUTION

- Simplified and streamlined backup solution
- SLA management through an automated policy engine
- Seamless integration with public cloud

Headquartered in Austria, Kremsmüller Industrieanlagenbau KG was founded in 1961 and is synonymous with first-class quality in industrial plant construction. The company's services include providing personnel, materials testing, inspection, maintenance, emergency services and engineering resources, in addition to producing partial and complete systems or plants. Kremsmüller's clients span a variety of industries, including manufacturing, energy production, food and beverage, and petrochemical.

Alexander Ietan, IT Infrastructure Team Leader and Deputy CIO, leads a team that's responsible for two data centers supporting 35 international locations. "We support 1,200 users who need access to files and applications 24/7. Our infrastructure needs to be always-on or our business comes to a standstill. One of the most critical components is a simple, yet robust business continuity strategy," said Ietan. "Over the past few years, we've invested in new technologies that will bring us added performance, security and reduced administrative burden. We also want solutions with the flexibility to meet future requirements. Rubrik was everything we were looking for."

## EXPENSIVE MAINTENANCE AND MANAGEMENT COMPLEXITY WITH LEGACY ARCHITECTURE

Prior to Rubrik, Kremsmüller employed a tape-based, legacy backup solution. "The complexity of managing our previous solution was a big factor in moving to Rubrik," said Ietan. "As more of our applications were virtualized, the legacy solution offered features that we didn't need, and maintenance costs were extremely high."

"We wanted an all-in-one data management solution and started researching different vendors. We tested another vendor along with Rubrik, but were happier with Rubrik's performance," said Ietan. "Rubrik made us realize that data management could be much simpler than what we were doing previously."

## IMPROVED SLA MANAGEMENT AND ACCELERATED COMPLIANCE

Kremsmüller's IT environment includes many critical business applications with accompanying SLA requirements. "Each critical application has its own SLA," said Ietan. "We also have legal requirements where the SLAs are defined by law. With our legacy solution, implementing and maintaining these SLAs was extremely complex. We were not confident we could guarantee that these SLAs were being met."

Rubrik's simplified approach driven by defined SLAs rather than backup schedules eliminates this problem for Ietan's team. "Once the SLAs are set up, the system handles backups automatically. This is very important for regulatory compliance since some of our archives have retention policies of 30 years."

## HIGH PERFORMANCE AND FUTURE CLOUD MOBILITY WITH RUBRIK

Kremsmüller has a wide array of platforms and applications that need to be protected. “Our environment is 95% virtual. Rubrik’s ability to perform snapshots without affecting VMware is an excellent feature,” said Ietan. “We also protect our SQL and Exchange databases, in addition to our NAS servers with Rubrik.” Other benefits include:

- **50% TCO savings:** “We replaced our legacy backup solution with Rubrik, allowing us to cut our costs in half. We are also planning to archive to the public cloud in the future and are evaluating Amazon S3 object storage through a local provider. This was not possible with our previous solution and will allow us to eliminate our expensive onsite tape library.”
- **Near-zero RTOs:** “We’ve seen dramatic improvement. Recoveries that previously took hours are now being done in minutes.”
- **Seamless integration with Pure Storage:** “We are using Pure Storage FlashArray as our primary storage. Rubrik’s integration with Pure Storage was one of the key reasons why we chose the solution.”
- **Test/dev with SQL Live Mount:** “With Rubrik’s Live Mount feature, we can restore our SQL databases in minutes. Our database developers love the fact that they can restore test and development databases quickly from any point-in-time without affecting the production environment.”
- **First-class customer support:** “Rubrik offers wonderful customer support and is willing to tailor their roadmap to meet customer needs.”
- **Ease of use:** “The product is so easy to use that we no longer need to train IT employees to do recoveries. Installation was a painless process designed with the customer in mind.”



“Rubrik completely changed how we think about data management. Traditional solutions are not innovative enough. Rubrik is the right company for the cloud era.”

- **Alexander Ietan**, IT Infrastructure Team Leader and Deputy CIO



### Global HQ

1001 Page Mill Rd., Building 2  
Palo Alto, CA 94304  
United States

1-844-4RUBRIK  
[inquiries@rubrik.com](mailto:inquiries@rubrik.com)  
[www.rubrik.com](http://www.rubrik.com)

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