



Future-proof: Netstream Successfully Consolidates its Backup Management with Rubrik



INDUSTRY

Managed Services

OUTCOMES

- Time saving during the actual backup as well as backup management
- Convenient creation and integration of SLAs into customer environments
- Simple configuration & administration

CHALLENGE

- Previous product mix too complex
- Difficult integration, especially in the area of client capability
- Too much manual effort

SOLUTION

- Flexibility through easy to define SLAs
- Comprehensive backup automation
- Revenue Generation through Backup-as-a-Service and DR-as-a-Service

Netstream connects people and makes it easier for them to access today's communications technology so they can focus on their core competencies. They can rely on having the right and reliable partner at their side. Founded in 1998, the company employs around 80 people and operates two data centers in Switzerland - an advantage for data security. The focus is on cloud services in the infrastructure environment such as virtual data centers, VDI (Virtual Desktop Infrastructure) or Big Data as well as streaming media content such as a TV signal. These services are supplemented by unified communications solutions, including VoIP telephony, which are also offered as hosted services. These and other services dramatically reduce overall IT costs and also have a positive effect on availability and general handling/administration.

CHANNEL-ONLY-ORIENTED CLOUD PROVIDER FOR MEDIUM-SIZED COMPANIES

"We see ourselves as a technical cloud provider, we are not a system integrator and our focus is the B2B partner business. Through our partners, we offer many different services and distribute them exclusively via the channel, supported by Zibris as a distributor. We are very reseller-friendly and easily charge for CPU, RAM and storage resources. The users of our services are mainly medium-sized companies, from about 100 employees, from all industries", explains Björn Westra, Cloud Solution Sales at Netstream AG.

Netstream offers comprehensive virtual infrastructures and provides individual cloud solutions for its partners and their end customers. In addition to virtual data center services (VDC), disaster recovery as a service and backup as a service, the portfolio also includes object storage as an efficient and cost-effective way of storing data. Availability and data security are part of Netstream's everyday business. Furthermore, customer-specific data management SLAs as well as a wide range of requirements in the area of RPOs/RTOs must be offered individually, depending on the customer.

RUBRIK REPLACES PREVIOUS BACKUP PRODUCT MIX

For backup management, Netstream had used a mix of four to five different products in recent years, which had proven to be increasingly impractical. This approach was too complex in the long term, the products were difficult to integrate and required a lot of manual effort. It was therefore essential to consolidate this product mix.

When evaluating a new complete solution, the choice fell on Rubrik, in particular because of its integration into Netstream's cloud offering, excellent multi-client capability and extensive automation options. "With Rubrik, we were able to make

our offering future-proof. This means the flexibility to define SLAs more easily and to use extensive possibilities for automation”, said Björn Westra.

One of the decisive factors for Netstream was the API openness of Rubrik. “The API integration is a big plus. The APIs are well documented, offer high flexibility and are easy to use. In addition, Rubrik achieves an extremely high restore speed. Depending on the workload, the dedup function helps us to save storage costs. The appliance character of Rubrik is generally ideal for high speeds and massive scalability”.

Rubrik was already able to score points from the installation, which was completed within a few hours. “Rubrik is sensational here. The thing ran after three hours”, as Westra confirms.

Netstream manages a total data volume of 25 petabytes, including three petabytes of object storage. These three petabytes are efficiently integrated into the Rubrik technology so that backups can be swapped out to the much cheaper storage after a defined period of time.

KEY COMPONENT FOR BACKUP-AS-A-SERVICE

“Backup is also indispensable for us as a service - Rubrik is a key component for Netstream here. With Rubrik, we can generate additional revenue and offer our partners and end customers real added value. “Rubrik is characterized by minimal complexity and is therefore also easy to use for an end customer.

Netstream’s service portfolio also includes Rubrik Edge, a software appliance that extends data protection and management to virtualized and physical remote and branch office environments (ROBO). Rubrik Edge can be deployed at remote locations to back up locally and then replicate to Netstream’s data center for data availability and security.

Westra’s overall assessment is very positive: “Rubrik is simply a must have, the ideal tool to manage and transfer data in both on-premises and cloud environments”. He adds: “Rubrik also offers us further potential for us and our customers. Radar, for example, will be a very exciting feature in the future to protect against ransomware. We also like the roadmap of Rubrik in general, so we expect more interesting options for a successful cooperation.”

An overview of the most important advantages of Rubrik for Netstream:

- **Netstream makes its portfolio future-proof with Rubrik:** Rubrik offers the flexibility to easily define SLAs and to use possibilities for automation.
- **API integration, very fast restore, reduced storage costs through dedup function:** The APIs are very well documented, offer high flexibility and are easy to use. In addition, Rubrik achieves an extremely high restore speed. Depending on the workload, the dedup function helps to save storage costs.
- **User-friendly thanks to minimal complexity:** Rubrik’s portal is very helpful, especially for Netstream customers who can also use Rubrik directly.



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