

# Radius Payment Solutions Modernizes Backup to Maximize Data Availability While Leveraging Azure Archive



## INDUSTRY

Fleet Management

## RESULTS

- Oracle recovery reduced from days to hours
- SLA policies align data protection with business needs
- Azure archive achieves 30% cost savings

## THE CHALLENGE

- Previous cloud-based solution was not suited to rapid recovery time objectives
- Painful Oracle recovery times
- Confidence that the off-site copy was updated

## BUSINESS TRANSFORMATION

Rubrik management simplicity has enabled Radius to modernize their backup consistent with their technology innovation. Rubrik gives Radius the choice to archive to any cloud and achieve storage cost savings while improving confidence that they can rapidly recover from any point in time. Rubrik's unified platform supports Radius' need to protect applications across data centers and clouds.

- Radius growth is fueled by new services based on technology
- Modern backup lets Radius protect all data based on business requirements
- Oracle recovery has been reduced from days to hours
- Azure archive is a key to managing growth and 30% cost savings
- Rubrik helps easily manage GDPR retention policies

Radius Payment Solutions Limited is a global business headquartered in the UK operating in 15 countries worldwide to provide products and services that manage small and medium fleets. With an initial start in the fuel card business, aggressive investment in technology is their competitive advantage as they have expanded into new services like telematics and telecommunications. Radius is one of the fastest growing telematics providers monitoring driver performance, driver efficiency, and fleet management for over 150,000 vehicles on their platform. Today, technology and innovation are at the heart of everything Radius is doing in product development and delivery. Radius' in-house dedicated software teams make use of the latest applications to develop unique features on their web, tablet and app portals.

"There's been a real shift from being seen as a fuel card business to a technology business, and pivotal to that transformational change is a leading world class IT department" said Tim Browning, IT Operations Director. Radius has expanded their business with a host of internal systems – from the customer portal to internal CRM solution. Their goal is to provide excellent customer service leveraging their technology platform. Tim's IT team supports all internally developed systems as well as traditional IT solutions including SQL Server, Oracle, Windows, VMware, Azure, and Office 365. "Without Rubrik, we would have concerns over meeting the requirements of the business in terms of data protection, in terms of recovery time objectives, and confidence that we have an appropriate secondary data set stored off site that's up to date and relevant."

## MODERNIZATION ACHIEVED WITH SLA POLICES AND AZURE STORAGE

Radius was looking for a solution that gave them the confidence they were meeting the requirements of the business. They wanted to use Azure for longer-term archive, with recent backups remaining on-site for rapid recovery depending on the nature of the data. Radius likes how Rubrik can apply SLA-based policies depending on the workload, with some Radius systems designed for rapid recovery and some that Browning explains "are more cost effective to farm straight to Azure archive storage." Radius has used Rubrik to modernize data protection by applying SLA-based policies that maximize availability of critical data while minimizing overall storage cost. Radius estimates that their new backup and storage architecture is now saving them close to 30% per year in overall costs.

Modernization for Radius also meant moving away from an entirely cloud-based backup service. Radius was concerned about recoverability of production Oracle databases that were stored entirely in the cloud and wanted the option to have critical

data on-premises. In fact, an incident in 2018 really brought into question whether data could be brought back without a multi-day ordeal. Radius runs their production systems on Oracle and they use a periodic full plus incremental backup scheme. Radius continues to leverage their investment in Oracle RMAN scripts by utilizing Rubrik Elastic App service. This made Rubrik easy to integrate into their existing Oracle environment while offering SLA-based retention, immutable backup and the ability to easily archive to the cloud.

According to Browning, “One of the key business benefits of cloud is that you don’t have to worry about the management and maintenance of the underlying infrastructure. So, I don’t have to worry about whether the SAN on which the archive data sits is under support, when it’s going out for support, how much the renewal’s going to cost me, what happens if one of the disks goes, and so on, as you do with traditional storage solutions. All of that layer is removed, which allows the team to focus on other things such as the optimal and strategic use of technology to deliver solutions across the group.”

Radius also supports a large SQL Server footprint and achieves instant SQL Server recovery with Rubrik. “What we really

like is the Live Mount ability. With Rubrik Live Mount we can interrogate the database, and quickly pull the data down from the required point in time.” Application developers themselves, Radius appreciates the Rubrik API approach. “The ability to integrate with DevOps tools such as Terraform, Ansible – Python scripts available in the community forums. We just felt that Rubrik more closely aligned with where we are going as a business and the way in which we’ve grown.”

Additional Benefits:

- **Compliance:** Radius was able to quickly audit backup and retention policies leveraging Rubrik SLA policies to ensure GDPR compliance
- **Cloud vendor independent:** The ability to archive to any cloud helps Radius avoid vendor lock-in and negotiate the best long-term archive pricing
- **Response time:** Moving from a managed service to having Rubrik hosted on Radius’ network has simplified management and improved issue resolution time



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