Toyota Material Handling Manufacturing Italy Unlocks Simplicity and Ensures Business Continuity with Rubrik

TOYOTA
MATERIAL HANDLING

INDUSTRY
Manufacturing

RESULTS
- 90%+ faster restores
- Significant management time savings
- 80% reduction in data center footprint

THE CHALLENGE
- Labor-intensive data management solution
- Inability to scale
- Lengthy restores

PARTNER
Errevi System

BUSINESS TRANSFORMATION
TMHMI has significantly increased operational efficiency with Rubrik and is able to minimize millions of euros of revenue loss from downtime with Rubrik's instant recovery. Rubrik will allow TMHMI to automate recovery workflows, allowing the team to devote more time towards strategic, value-add initiatives for increased business agility.

Toyota Material Handling Manufacturing Italy (TMHMI) is the Italian factory of Toyota Material Handling Europe (TMHE). TMHE is the European regional organization of Toyota Material Handling Group (TMHG) which is part of Toyota Industries Corporation (TICO). TMHE is active in more than 30 countries across Europe under the brands Toyota, BT and Cesab, supporting TMHE's 5,000 service engineers and over 10,800 employees.

Patrick Malservisi, TMHE Supply IS/IT Director, leads TMHMI's 12-person IT team. "As a manufacturing company, any downtime is catastrophic. If we're down for even a day, it could potentially cost us millions of euros of revenue. In that sense, IT is a critical enabler of the business–if we can't meet our SLAs, then the manufacturing process could come to a halt," said Malservisi.

"Furthermore, to adapt in this digital wave where consumers are constantly getting smarter and expecting more, we need to be early adopters of next-generation technologies that will help us be agile as the market evolves. Rubrik ensures our data is secure and allows us to work smarter by automating manual tasks and reallocating time towards higher value initiatives that move our organization forward," said Malservisi.

SEARCHING FOR A MODERN DATA MANAGEMENT SOLUTION

Prior to Rubrik, TMHMI's legacy disk-based solution was complex and difficult to use. "With our previous solution, we were dealing with lengthy recovery times from tape. From a business continuity standpoint, this was worrisome since we couldn't guarantee our RTOs, which meant our production line could potentially be impacted," said Malservisi. "On top of that, our previous solution was no longer adequate to keep up with the pace of our business and hindered us from being agile."

With the goal to eliminate tape and reduce complexity, Malservisi and team wanted a modern, scalable data management solution that would enable TMHMI to be nimble as the market evolves.

"The ability to recover data quickly is critical to the success of our business. Since bringing in Rubrik, restores that used to take hours are performed within minutes. Rubrik inspires confidence that we can restore reliably, ensuring that we maintain business continuity," said Malservisi. "The team can now use the time gained from no longer having to manage backups for strategic, value-add activities."

Additional benefits include:

- **90%+ faster restores**: "Restores used to take hours up to a day with tape. We can now perform restores in five minutes with Rubrik."

- **Significant time savings**: With Rubrik, we no longer need to dedicate a lot of time to managing backups. The simplicity of the solution, both in terms of configuration and management, allows my team to dedicate time to other cybersecurity and digitization projects that enable the business."

- **Plug-and-play**: "We were blown away by Rubrik's ease of installation–it really is as simple as plug-and-play. The intuitive UI also requires minimal training, so anyone on the team can use it."

- **Best-in-class support**: "We're truly impressed with the quality of Rubrik's technical support. If we experience any issues, they're able to jump on the phone and walk us through a resolution despite different time zones."

- **Infinite scalability**: "With Rubrik, scalability is no longer an issue. Rubrik's scale-out architecture means that growth is simple and cost-effective. We no longer worry about costs incurred when scaling with multiple point solutions."

- **80% reduction in data center footprint**: "With Rubrik, we've reduced our data center footprint from 10U to 2U, saving on cooling and power costs."

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