

Balance Innovations Transforms Retail with Rubrik Cloud Data Management



RESULTS

- 80% in time savings from data management simplicity
- Near-zero RTOs, more granular RPOs, and longer retention

THE CHALLENGE

- Management complexity from outdated infrastructure
- Lengthy recovery times on- and off-site, constrained retention

THE SOLUTION

- Automated backup and instant recovery
- Replication and DR
- Cloud archival

Balance Innovations, headquartered in Lenexa, Kansas, is the leading currency management platform selected by North American retailers for analytics and actionable data across all systems. Whether it is identifying the optimal combination of cash and coin for each store location, amplifying the ROI of technology investments, or analyzing store-level performance, Balance Innovations delivers a comprehensive solution portfolio to optimize retail efficiency and performance. The company's solutions manage \$225 billion in retail sales each year and have been used to process \$1 billion in checks across 135,000 POS terminals.

The software development group at Balance Innovations, led by Senior Vice President Todd Shutts, is tasked with helping the company deliver innovative solutions to the market at rapid speed. Over time, the company has evolved its product delivery mechanism, from deployed solutions to software-as-a-service to cloud services. "We are delivering a cloud service platform to help retailers transform retail," says Shutts. "To develop product that is easier to consume, deploys more quickly, and with fewer roadblocks, we have built cloud native systems on infrastructure- and platform-as-a-service technologies. Continuous integration and delivery, with a focus on DevOps, are key drivers of this new product delivery model. The more time that IT can spend on modernizing product delivery, the faster we can add more value for our customers."

MANAGEMENT OVERHEAD AND COMPLEXITY FROM LEGACY SOLUTIONS

Prior to Rubrik, Balance Innovations struggled with daily management complexity from maintaining a multi-tiered data protection architecture comprised of backup software and backup storage. Shutts and his team managed a large infrastructure footprint at headquarters and at co-located data centers for engineering and QA. They wanted to bring in reliable technologies with low to zero management overhead and ease-of-use to increase business agility. In Rubrik, they found a single, scalable fabric packed with rich data services for managing backup, replication and DR, and cloud archival.

"Our biggest pain point was time wasted in managing a cumbersome and outdated data protection architecture. Once we started using Rubrik, we achieved significant time savings by eliminating the time spent at the backup and restore process. We have confidence in restoring quickly, in the replication process, and in deduplication operating efficiently," Shutts explains.

Furthermore, time spent on testing upgrades from third party products was drastically reduced. “We used to spend a lot of time testing third-party software. If the wheels flew off in upgrading this software, getting it back to a consistent state was time-consuming. Now with Rubrik, if we encounter upgrade issues, we can quickly roll back and begin the troubleshooting conversation with the third-party vendor. As a result, we have cut our time spent by 80%.”

INTELLIGENT PUBLIC CLOUD UTILIZATION TO INCREASE BUSINESS EFFICIENCIES

In addition to time savings and renewed confidence in recovering from a disruptive incident, Rubrik offered Balance Innovations attractive data orchestration capabilities within a hybrid cloud environment.

“As we evaluated new technologies to modernize our data protection infrastructure, we noticed that no other vendor aside from Rubrik gave us the capability to push to public cloud. We have now started to utilize public cloud as an intelligent archival target and can pull back data at a granular level with instant global search,” said Shutts.

“Using Rubrik as our de facto data management platform allows us to drive further business efficiencies as we deepen our public cloud usage. We run systems in a hybrid cloud environment. If we experience some type of DR event, Rubrik will offer us a path to restore these systems in the public cloud. From a capital and time perspective, this poses significant savings. We found Rubrik’s product vision to coincide nicely with how we are developing our cloud service platform.”



Global HQ

299 South California Ave. #250
Palo Alto, CA 94306
United States

1-844-4RUBRIK
inquiries@rubrik.com
www.rubrik.com

Rubrik provides the industry’s leading Cloud Data Management platform to accelerate how enterprises recover, manage, and secure data everywhere. Fortune 500 companies trust Rubrik’s single platform to deliver data protection, search, analytics, compliance, and copy data management to hybrid cloud enterprises.

Rubrik is a registered trademark of Rubrik, Inc. All other trademarks or service marks are the property of their respective holders and are hereby acknowledged. ©2016 Rubrik, Inc. All rights reserved.