

# Fujirebio Diagnostics Cloud Out and Drive Business Outcomes with Rubrik



## INDUSTRY

Biotechnology

## RESULTS

- 75% reduction in TCO
- Instant recovery (RTO=minutes vs. days)
- Eliminated tape complexity with public cloud

## THE CHALLENGE

- Complex, costly upgrades with legacy vendor
- Management complexity of archiving data to tape
- Inability to test backups quickly

## THE SOLUTION

- All-in-one platform for backup, disaster recovery, test/dev, and archival
- Public cloud replaces tape for long-term retention
- Live storage for DevOps

Fujirebio Diagnostics, Inc. is the world leader in the production of in vitro diagnostics and biomarkers. It serves physicians, laboratory professionals, and patients through a network of partners and distributors worldwide. Its parent company, Fujirebio, Inc., is a leading healthcare company in Japan with offices in China, Sweden, Belgium, and the United States.

Tim Gable, Network Systems Manager, and Shane Hadden, Senior Network Engineer, at Fujirebio Diagnostics are responsible for managing the infrastructure that comprises the data center at the Malvern & Reading Pennsylvania as well as Seguin TX locations. “Our objective as a department was to replace our previous solution with innovative, modern technology that is easy to use and reliable,” said Gable. “It is essential that we have a scalable solution that allows for growth year after year. Rubrik integrates seamlessly with our shift to virtualization and cloud, following the same scale-out philosophy of cloud computing with pay-as-you-go-economics.”

## LACK OF SCALABILITY WITH THE LEGACY APPROACH

Over the last five years, Fujirebio Diagnostics shifted towards 100% virtualized data centers, driving them to reevaluate their data management solution. Before Rubrik, was using a leading legacy vendor but faced challenges with dependability and growth. “Our previous solution was sporadic and unreliable. Servers would backup one day but not the next. We also had an issue with aging data, requiring a great deal of manual intervention, said Gable. “One of our biggest challenges was that we were unable to upgrade our system to the next version of VMware vSphere due to compatibility issues with our legacy vendor. We were running out of space, and the cost of a forklift upgrade would be incredibly expensive.”

## ELIMINATING TAPE COMPLEXITY AND ACHIEVING RESILIENCY WITH CLOUDOUT

After struggling with scalability issues and management complexity, Gable and Hadden began evaluating alternative solutions to take on a more innovative approach to data management. “When we realized what Rubrik could do, we began comparing every other vendor to Rubrik. Since it’s just Shane and I managing all of the infrastructure across three datacenters, when it came to backup, recovery and archival, we needed a system that was easy to use and reliable,” said Gable. “The beauty of Rubrik is that it is built for the user instead of technology with just a box bolted on top. Two of the main results we have seen with Rubrik is that the speed

of recovery is phenomenal, and we can eliminate tape complexity and costs by instantly archiving all our mission critical production systems to public cloud. This gives us more resiliency in case of a failure.”

## CLOUD DATA MANAGEMENT TO REDUCE COSTS AND DRIVE BUSINESS OUTCOMES

By using Rubrik, Fujirebio Diagnostics have seen significant savings in their TCO and can create more customized data management policies to meet their business needs. They have achieved the following benefits:

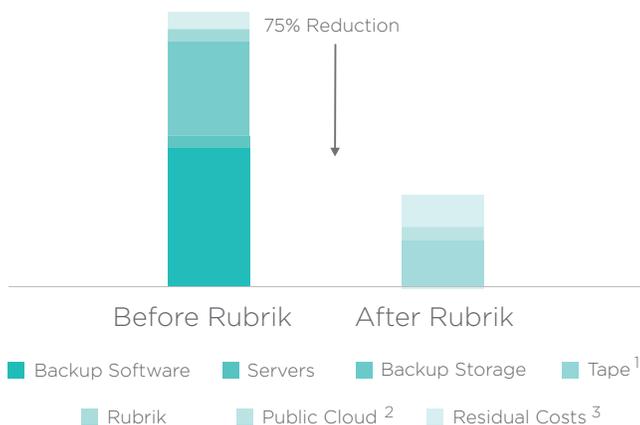
- **Rack-and-go setup:** “It took about 30 minutes to deploy. Once the sales engineer showed us how to set it up, I could do it myself. It was just as easy now as it was then.”
- **Instant RTO delivered by real-time search:** “The search functionality blew us away. It is instant and can quickly find and recover down to the file level. Our RTO used to be an all-day process, and now takes minutes with the ability to mount our files directly to Rubrik. We can spin that VM right back up without waiting for that data to be restored.”
- **Live mount for DevOps:** “One of our systems was notorious for having updates that could break things and send it to hell. Instead of doing an update with our VMware snapshots, we live mount and run the update on Rubrik to test how it would perform. Once complete, we shut it down and run it in production. This way we know

what obstacles we will face and can quickly resolve the problem.”

- **Easy on-ramp to public cloud:** “One of the key reasons we chose Rubrik was because the Amazon AWS integration performs seamlessly – deduplication rate, efficiency, and performance in the cloud is great. We use public cloud for instant archive of mission critical data, long-term archival, and to extend on-site storage capacity. Before Rubrik, we would have tapes exported offsite to Iron Mountain on a weekly basis. Rubrik removes the cost and pain of Iron Mountain pickups.”
- **Customized SLA Management to meet business needs:** “We define our SLAs not on what our IT can do but to better fit our business. We can now look at our business as a whole and set our SLAs by criticality, retention, and backup frequency. Rubrik can accommodate these tighter requirements unlike our previous solution. We went from simple nightly backups to backing up our mission critical data every 2 hours.”
- **Elimination of complex, time-intensive backup:** “The platform is just so simple. Anybody can use it. You don’t need to be a senior guy. Since we don’t have time to spend the day managing backup, Rubrik saves us time, especially with a restore request. I can serve it up through Rubrik instead of going to production systems because it is so much easier. We also save about 2 hours a week of doing manual cleanup of old data.”

## TOTAL HARD SAVINGS BEFORE AND AFTER RUBRIK

With Rubrik, Fujirebio Diagnostics is seeing a 75% reduction in TCO by eliminating licensing, support, and tape costs.



Notes:

1. Media, maintenance, off-site handling
2. Long-term data retention storage and transfer costs
3. Includes contractual maintenance
4. All costs include initial capital outlay and annual recurring spend



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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.

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