

# Finnish Service Provider Telia Cygate Drives Cloud and Datacenter Business Growth with Services Powered by Rubrik



## INDUSTRY

Service Delivery Partners

## RESULTS

- Improved traction with enterprise customers
- Cost savings from operational simplicity and RESTful API automation
- Reduced RPO by 83% (from 12 hours to 2 hours)
- Broadened portfolio of services

## THE CHALLENGE

- Management complexity and lack of scalability with legacy backup software
- Lengthy backup and recovery times
- Lack of development opportunities in cloud and datacenter services with legacy solutions

## SOLUTION

- Next-generation offerings from Rubrik-powered services

Telia Cygate is a Finnish IT company committed to building IT infrastructure on the principles of automation, security, and flexibility. Telia Cygate is part of Telia Company, the largest telecom company in the Nordics. By leveraging the largest data network in the Nordics, Telia Cygate offers local and global IT services in wide scale to help businesses realize their goals.

Telia Cygate's services are based on more than 25 years of experience. Telia Cygate offers a unique combination of services like networking, security cloud and data center, boosted by hundreds of certificates in different areas.

## TELIA CYGATE DRIVES SOLUTION AND OFFERING DEVELOPMENT WITH SERVICES, POWERED BY RUBRIK

With strong existing network and security businesses, Telia Cygate turned to their cloud and data center business to drive future growth. Kimmo Hanninen, Cloud and Datacenter Business Manager at Telia Cygate, saw opportunity to expand their service offering when he and his team found Rubrik. "When we began looking at Rubrik, we saw it as a way to improve our existing backup infrastructure," said Hanninen, "but when we dug deeper, we realized that Rubrik was so different that we could create whole new services and offerings on top of Rubrik."

Telia Cygate has been running Rubrik for months and is also developing new backup and restore services, powered by Rubrik, to drive its revenue growth. "Restore capability is a key selling point for our customers," said Hanninen. "Rubrik allows us to sell restore capability, whereas legacy solutions mostly only offered backup capabilities. In my years of experience, I have seen way too many legacy products that take backups for ages, but restoring is a challenge. Rubrik solves that challenge."

## TELIA CYGATE REDUCES OPERATIONAL TIME WITH RUBRIK'S SIMPLICITY AND WORKFLOW AUTOMATION

Rubrik's simplicity and ease-of-use reduces the time spent on backups and migrations, driving faster development for Telia Cygate. "Rubrik's simplicity and ease-of-use has saved us significant operational time and costs," said Mika Tuutti, System Architect at Telia Cygate. "What I used to do in a couple of hours, I can now do in minutes. On top of that, our backup window has gone from 12 hours to 2 hours, with the exact same workloads."

"If you have used legacy products over the past 15 years, you'll understand the power of being able to complete a migration with two or three clicks instead of millions of clicks. I have done migrations many times in my career, and migrations with Rubrik have been so fast that my team can hardly move fast enough to keep up," said Tuutti.

Other benefits include:

- **Automation through RESTful APIs:** “The RESTful APIs were a key selling point for us. They have allowed us to automate the tasks of our team and integrate Rubrik into our existing processes,” said Tuutti.
- **Ease of creating service offerings:** “We can now extend our current portfolio. We are aiming to double our customer base due to the new services we can offer with Rubrik,” said Hanninen.

”The simplicity and level of automation were the crucial features that led us to Rubrik. The more we looked into Rubrik and spoke to other users, the more we were convinced that Rubrik was the solution we needed.”

– Kimmo Hanninen, Cloud and Datacenter Business Manager, Telia Cygate



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Rubrik delivers a single platform to manage and protect data in the cloud, at the edge, and on-premises. Enterprises choose Rubrik’s Cloud Data Management software to simplify backup and recovery, accelerate cloud adoption, and enable automation at scale. Rubrik’s run-anywhere, scale-out architecture is built to empower IT departments today and in the future, reducing total cost of ownership while enabling infrastructure flexibility for a multi-cloud world. For more information, visit [www.rubrik.com](http://www.rubrik.com) and follow [@rubrikinc](https://twitter.com/rubrikinc) on Twitter.

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