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Capgemini Powers New Archive Service with StrongBox

“Compared to other available alternatives, StrongBox clearly provided the most compelling pricing per gigabyte, while also offering a new set of ‘always online’ capabilities that have the potential to greatly expand our archiving services. With reliability and cost as its most appealing attributes, StrongBox provides us with brand new ways to manage both our clients’ long-term data and our own.”

*Frank Huiskes
Global CTO of Infrastructure Transformation Services
Capgemini*



Capgemini
The Netherlands

Industry

Consulting, technology & outsourcing services

Benefits

- Provides significantly greater value for archival customers
- Expands opportunities for Capgemini archiving services
- Offers the scalability needed for data growth
- Assists in meeting fiscal law and regulations
- Eliminates vendor lock-in
- Supported by excellent customer service

With more than 115,000 people in 40 countries, Capgemini is one of the world’s foremost providers of consulting, technology and outsourcing services with 2010 global revenues of EUR 8.7 billion. It’s outsourcing division in The Netherlands is tasked with archiving tier 3 data for one of the country’s largest department stores.

As a large organization, Capgemini is always looking for opportunities to improve the quality of the services it provides to its customers and realize the best value for money. Part of that process includes the continuous effort to cut down on power consumption (for both financial as environmental purposes) by virtualizing as many of its customers servers as possible.

Unfortunately, some of the servers used for its customers indirectly depend on external hardware, such as Write Once Read Many (WORM) drives, which cannot be virtualized with the standard techniques currently available. As a result of this, Capgemini is forced to plan the expensive replacement of its legacy WORM environments to enable its customers to continue storing their SAP invoice and payment

data on a storage medium that complies to with Dutch fiscal law and regulations.

Capgemini Deploys StrongBox Enterprise Archive Solution

Frank Huiskes, Global CTO of Infrastructure Transformation Services at Capgemini, said his team immediately saw the potential StrongBox had in realizing their goal of replacing their legacy WORM environment and virtualize their servers that are used for the large department store customer. Capgemini's extensive Proof of Concept (POC) testing focused on scalability, security and the Graphical User Interface (GUI) of StrongBox, and determining other possible other scenario's in which to incorporate the technology to improve the company's quality of service and provide the best value for the department store.

"POC testing on the WORM drive replacement scenario went well," Huiskes said. "Crossroads' technical support team was extremely helpful, and after completing the initial stages of our POC, we can say that StrongBox is indeed an ideal replacement for our WORM drives, and as such will contribute in realizing our goals for the customer. It is extremely likely that StrongBox can be used by the majority of applications capable of writing to or reading from NFS / CIFS shares – the latter being extremely handy when you have a mixed environment such as ours with both Microsoft and UNIX/Linux based servers."

Huiskes said the cost savings, combined with the dependability of tape storage for their archive service, were key factors that made StrongBox the best replacement solution as well as a foundation for growing their archive services as a whole.

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About StrongBox®

StrongBox is a tier-3 data storage solution that makes tape as easy to access as disk, while keeping archives accessible and reducing costs by up to 90 percent. StrongBox stands as the first enterprise-level solution to leverage Linear Tape File System (LTFS) technology, combining the unparalleled scalability of tape with the speed and accessibility of disk. StrongBox is the industry's most cost-effective answer to ever-growing data storage requirements, seamlessly scaling for today, while future-proofing for tomorrow through a non-proprietary, file-based and fully portable storage system.

StrongBox presents itself as a standard NAS target with the ability to mount CIFS/NFS shares. No agents, backup software or application modifications are required, and organizations gain a persistent view of all files on tapes stored in the library. StrongBox currently supports both HP and IBM LTO-5 tape drives and libraries. LTO drives and libraries from other manufacturers are currently being qualified.

About Crossroads Systems

Crossroads Systems, Inc. (NASDAQ: CRDS) is a global provider of solutions and services that ensure stored data is proactively protected and reliably recovered. Crossroads offers organizations powerful data protection, proactive data security, intelligent storage connectivity, unmatched performance, and significant cost savings. Founded in 1996 and headquartered in Austin, Texas, Crossroads holds more than 100 patents granted and pending and has been honored with numerous industry awards for innovation in data protection and storage.