

THE INSTILLERY PROVIDES BEST-IN-CLASS SERVICE AND IMPROVED BACKUP AND RECOVERY EFFICIENCY



We strategically select partners based on their ability to exceed market expectations, which is why we're delighted to partner with CloudRanger.

— Mike Jenkins, CEO, The Instillery

About The Instillery

The Instillery is an award-winning, New Zealand based company born in the cloud and automation era, servicing clients across the globe. Their cloud solution set includes multi-cloud and digital transformation consulting, managed services and smart data for big and small business.

Core to The Instillery's philosophy is data portability combined with a truly productized approach, tailored to solve clients' most complex business and IT challenges, at a lower cost for higher quality with a velocity they've never experienced before.

The Challenge

As a result of continued public cloud growth in the APAC region, The Instillery were looking for a best in class backup and recovery partner to add to their existing portfolio of big business partners which includes Cloudability, Datadog and Dome9.

The challenge was to find a solution that would offer enhanced backup and disaster recovery policy automation with an easy-to-use platform to enable their team to more efficiently serve a wide range of AWS clients, ultimately helping them to deliver a superior service.

Challenges

- Enable the team to more efficiently serve a wide range of AWS clients
- Source a best-in-class backup and recovery partner to add to existing portfolio of big business partners
- Needed highly efficient control and visibility over customers' backups

Solution

- Druva CloudRanger provides native AWS cloud server backups along with disaster recovery capabilities, customized retention and cost optimization features —all as-a-service.

Results

- Save 100s of hours annually on management of backup policies
- Roll out unified backup policies to global customer base in minutes rather than hours or days
- Multi-region DR and file-level recovery, to deliver enhanced disaster recovery plans and business continuity
- Reduced clients non-operations server costs by up to 70% with server scheduling

The Solution

The Instillery decided to implement the CloudRanger, software-as-a-service backup and disaster recovery solution provided by Druva. Organizations can manage all aspects of their AWS workload lifecycle, through a single control plane - even across multiple regions and AWS accounts. All administrative activities like policy management, replication and reporting are managed through a central dashboard, saving administrative resources. This helps control costs and compliance requirements such as Legal Hold, and eDiscovery enablement.

CloudRanger's centralized snapshot policy orchestration and disaster recovery across an organization's AWS accounts and regions for Amazon EBS, EC2, RDS, Redshift, Aurora, DynamoDB, Neptune, DocumentDB workloads and addresses data protection and instant granular recovery needs of enterprises.

CloudRanger enables organizations to easily tag workloads to be auto-discovered for DR. Replication and DR testing are straightforward for organizations, overcoming challenges typically faced on-premises with scheduling and potential network and systems interruption. You can easily clone VPCs and their dependents such as Subnets, Security Groups, and Route Tables when creating DR plans from your source region to the target region.

The Results

The Instillery are now able to scale their services while providing peace of mind to customers by adopting CloudRanger's intuitive user experience for managing backup policies. Another major factor was the ability to centralize disaster recovery requirements with multi-region backup and file-level recovery, to deliver enhanced disaster recovery plans and business continuity.

"We strategically select partners based on their ability to exceed market expectations, which is why we're delighted to partner with CloudRanger. The team's openness to feedback has consistently led to new, innovative offerings," said Mike Jenkins, Founder and CEO, The Instillery. "As a result, our customers benefit from automated backups and cloud resource scheduling, which enables them to focus on the things they do best and get back to business, while we take care of the rest."

Next Steps

Visit the Druva CloudRanger [product page](#) for more insights into cloud-based data protection for AWS workloads.

About Druva

Druva is the global leader in Cloud Data Protection and Management, delivering the industry's first data management-as-a-service solution that aggregates data from endpoints, servers and cloud applications and leverages the public cloud to offer a single pane of glass to enable data protection, governance and intelligence—dramatically increasing the availability and visibility of business critical information, while reducing the risk, cost and complexity of managing and protecting it.

Druva's award-winning solutions intelligently collect data, and unify backup, disaster recovery, archival and governance capabilities onto a single, optimized data set. As the industry's fastest growing data protection provider, Druva is trusted by over 4,000 global organizations, and protects over 100 petabytes of data. Learn more at www.druva.com and join the conversation at twitter.com/druvainc.



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