

**COMPANY OVERVIEW**

The largest wireless company in the US.

**BACKUP APPLICATION**

IBM® Tivoli® Storage Manager

**KEY BENEFITS**

- Cut backup and restore times
- Meet RTO and RPO
- Achieved 100 percent backup reliability

# Largest US Wireless Company Connects with SEPATON for Data Protection and Disaster Recovery

With more than 80 million customers nationwide, this wireless company is the nation's largest voice and digital network and looked to SEPATON to handle their massive data growth. The SEPATON S2100-ES2 has provided the enterprise-class performance, scalability, and disaster protection they need.

The largest wireless company in the US uses large Oracle databases to manage a number of mission-critical business functions. After undergoing a multi-year data center reorganization and build-out process, they recognized that their existing tape systems could not deliver the performance, scalability, or flexibility they needed.

**THE ENVIRONMENT**

The company was using Tivoli Storage manager (TSM) to backup their massive data volumes to physical tape drives in three large data centers. Their existing systems could not handle their massive data growth or complex TSM backup policies. They were solving their increasingly problematic backup and restore performance issues by investing in expensive high performance Fibre channel disk for their TSM primary disk pool.

**THE EVALUATION**

In addition to performance, this large enterprise wanted a solution that would reduce their data center footprint, control "sprawl", and deliver efficient replication over a WAN for disaster protection. Although they had a strategic business relationship with EMC, they considered

SEPATON due to its reputation as a superior solution specifically designed for large enterprise data protection. They also considered IBM, StorageTek, and FalconStor/Data Direct solutions.

After reviewing the published performance of the leading vendors, they requested references from SEPATON and EMC to narrow their list of candidates. SEPATON provided a reference from a large enterprise company who validated that SEPATON dramatically cut their primary disk pool, enabled TSM LAN-free backups, and provided a significantly improved level of service over their physical tape library. EMC was unable to provide such a reference.

SEPATON then conducted a TSM assessment of the company's data centers and provided detailed recommendations for improving the efficiency and effectiveness of their TSM backup environment. SEPATON provided ongoing consultation with the customer during the entire engagement. These efforts firmly established SEPATON's experience and credibility in protecting large, complex TSM environments with massive amounts of fast growing data.

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**CUSTOMER CASE STUDY**

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**THE SOLUTION**

After weeks of setup and testing various competitors, the nation's largest voice and digital carrier validated that the SEPATON system provided significantly higher performance, more single-system capacity, and a superior remote replication capability.

They purchased two S2100-ES2 Series 2900 (2TB drives) each with six nodes, 120 TB of storage, and DeltaStor deduplication software.

They are considering the addition of two more SEPATON systems to provide additional consolidation and improved service levels in their main data centers. They are also considering the use of DeltaRemote to replicate data between data centers for disaster recovery.

Based on the success of the SEPATON systems, the company's corporate management has recognized the cost-saving potential of SEPATON products across their organization and has initiated a Global Master Agreement, making SEPATON the standard data protection platform for all of its divisions and subsidiaries.

SEPATON demonstrates the unparalleled ability to protect and manage massive data volumes with a significantly higher level of service, lower TCO, and more sophisticated management than any other competitor in the industry.