



## CASE STUDY

# V.Pharma Ensures Healthy Backup Performance with Quantum DXi

When drugstore cooperative V.Pharma saw prices for the next generation of backup appliances more than triple, they asked for a second opinion. By replacing their Dell EMC appliances with Quantum DXi® models, the company saved money, kept their existing Veeam backup software, and saw a significant improvement in performance.



FEATURED PRODUCTS

### DXi Deduplication and Replication Appliances



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Vincent Raze,  
V.Pharma Infrastructure and Network Administrator



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Vincent Raze, V.Pharma Infrastructure and Network Administrator

### QUANTUM DXi PROVIDES LOWER-COST SOLUTION THAT IMPROVES PERFORMANCE

MT-C recommended Quantum DXi appliances. “We have had a great deal of experience supporting clients with Quantum and Veeam, and we were certain that represented a winning combination for V.Pharma,” explains Valery Guillaume, MT-C founder.

The solution solved all of V.Pharma’s backup AND budget needs. “The DXi pricing was much better than we saw from Dell EMC, and it had the further advantage of not requiring an Enterprise license for Veeam,” explains Raze. “And we gave up nothing in performance or effectiveness.” The overall deduplication rates of the new Quantum appliances matched those of the more expensive appliances. The team saw overall reductions of around 90% with both, and the DXi performance was faster.

### BACKUP AND REPLICATION SHOW INCREASED PERFORMANCE

The company replaced its Dell EMC units with two DXi4700 appliances, and set the Veeam software to send backups to one DXi and then manage replication of the backup set to the second DXi at another site for disaster recovery. “The overall backup and replication process was faster with the DXi-Veeam combination,” Raze notes. “We saved between 30 and 45 minutes on each backup, and we were able to take advantage of the Veeam Data Mover Service (VDMS), something that was not possible with the earlier products.”

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### ABOUT V.PHARMA

V.Pharma is a cooperative of 40 drugstores in Belgium that has been in operation since 1886. Today, it serves more than 135,000 customers in the area around the city of Verviers. All V.Pharma drugstores operate independently, but they are served by a common centralized services organization that manages the cooperative’s supply chain, provides IT resources, and distributes products to the Group’s members.



#### SOLUTION OVERVIEW

- Two Quantum DXi4700 deduplication and replication appliances, located at two different sites
- Veeam backup software with VDMS

#### KEY BENEFITS

- Lower DXi hardware costs kept the project within budget while giving equivalent deduplication results of 90% overall data reduction
- Better integration with Veeam eliminated the need for an expensive Enterprise license and allowed V.Pharma to use VDMS to automate replication, simplifying management
- Overall backup and replication performance improved, saving from 30 to 45 minutes per backup cycle
- New solution allowed V.Pharma to keep their existing Veeam backup software, making the system transition easier
- Trouble-free operation and strong support from MT-C and Quantum gives V.Pharma confidence in the long-term security of their data and reduces admin overhead

The V.Pharma cooperative has been a success story for more than a century, today supplying pharmaceutical services to more than 135,000 customers through a network of 40 independently owned and operated drugstores. V.Pharma serves as a central point of management for the cooperative, handling the members’ supply chain and distributing a full range of products to the members.

Preserving and safeguarding the data for the cooperative is viewed as a critical function, one carried out by a small, central IT team. Understandably, that group was alarmed to learn that they were about to be priced out of their primary backup solution.

The company had been an early adopter of virtualization technology and had also built a backup strategy around Dell EMC Data Domain deduplication appliances and Veeam backup software. As the Dell EMC Data Domain appliances neared their end-of-life, V.Pharma was shocked at the prices quoted for replacements.

#### PRICE FOR REPLACEMENT APPLIANCES MORE THAN TRIPLES

“The price for each new Dell EMC Data Domain appliance was more than three times higher than the previous ones,” explains Vincent Raze, V.Pharma Infrastructure and Network Administrator. “We were over our budget by a factor of two!”

The company looked at every alternative they could find on the market. “We do this every time we have a major change, but this time we were really motivated to find a less-costly solution that would actually work in our environment,” Raze explains. The team talked to different integrators and tested different combinations of hardware and software. Nothing worked until they came to integrator MT-C.

# Quantum®

## **ABOUT QUANTUM**

Quantum is a leading expert in scale-out tiered storage, archive and data protection, providing solutions for capturing, sharing and preserving digital assets over the entire data lifecycle. From small businesses to major enterprises, more than 100,000 customers have trusted Quantum to address their most demanding data workflow challenges. Quantum's end-to-end, tiered storage foundation enables customers to maximize the value of their data by making it accessible whenever and wherever needed, retaining it indefinitely and reducing total cost and complexity. See how at [www.quantum.com/customerstories](http://www.quantum.com/customerstories).

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