



## CASE STUDY

# Leading Insurance Provider Saves Money and Improves Performance with Switch to DXi

Prévifrance Mutuelle, a leading insurance services provider in France, recently launched a new initiative to upgrade their backup and disaster recovery processes. But when they tried to expand their existing storage systems by a leading provider, they saw their costs skyrocket. They needed a more cost-effective solution and chose Quantum's DXi® storage solutions for their protected data storage needs. In addition to being more cost effective, their new Quantum DXi appliances are faster, work seamlessly with their Veeam software, and provide trouble-free operation.



### FEATURED PRODUCTS

#### DXi Deduplication Appliances



“We have been delighted with our experience with Quantum and DXi,” Magnanon said. “The backup, restore, and replication performance are all faster than our old system, our costs are much lower, and we have a clear, economical path for future upgrades.”

**Loïc Magnanon**

Technical Support Manager, Prévifrance



The performance of the DXi system has been trouble-free since day one. We are pleased that we made the switch and consider ourselves a long-term partner with Quantum.

Loïc Magnanon – Technical Support Manager, PréviFrance

## ABOUT PRÉVIFRANCE MUTUELLE

Founded in 1943, PréviFrance Mutuelle is one the leading suppliers of health, welfare, and general insurance services for individuals and companies in France, with annual revenues of \$192 million (2018) and programs that cover nearly 350,000 policy holders. Headquartered in Southwest France but providing nation-wide service, PréviFrance Mutuelle and its 500 employees are dedicated to providing comprehensive, secure protection in the areas of health care, welfare, automotive, home-owner, accident, and life insurance.

### SELECTION PROCESS SETTLES ON QUANTUM DXi

“We quickly narrowed the competitors to two, tested them both extensively, looked at references, and made the decision to switch to Quantum DXi appliances. It was an easy decision,” said Magnanon “The initial acquisition costs were much lower, there is an economical upgrade path, and Quantum guaranteed maintenance costs through a full five years.”

The DXi4700 deduplication appliances were installed in each of the two offices. Daily incremental backups of databases, office files, and messaging are now written to each local system. Veeam regularly creates synthetic full backup images, and the files are replicated between sites. This combination provides short term protection with fast recovery, as well as long term retention in different sites as part of the Company’s disaster protection planning.

“Our old appliance, the one that was originally in Toulouse, was essentially full,” Magnanon explains. “But when we tried to upgrade our Data Domain appliance by adding more capacity, we were shocked. The quote to upgrade the existing system was substantially higher than that cost to purchase a new, larger appliance. We couldn’t get any relief, so we decided to look for alternatives.”

### SEARCH FOCUSES ON DEDUPLICATION SUPPORTING VEEAM AND VIRTUALIZATION

PréviFrance had three priorities when it evaluated alternatives. The new system had to work with the company’s existing Veeam software, had to support effective replication, and had to match the backup and recovery performance of the existing appliances. It also had to help the company reduce costs now and provide a future path to growth that was economical and predictable. And finally, the new product had to have local service and support resources that understood the company’s goals and would work with PréviFrance to achieve them.

With more than 75 years of business experience, PréviFrance Mutuelle is one of the leading providers of comprehensive insurance services for businesses and individuals in France, supplying nearly 350,000 policyholders with a broad range protection plans covering health, welfare, auto, home and life.

As a licensed, mutual company, PréviFrance holds itself to the most stringent security standards, so protecting its rapidly growing data is one of the most important tasks in the organization. And as a mutual company, in which the policy holders are also the owners, providing that protection at the lowest cost is also a critical part of its mission. Those two missions came into conflict recently when PréviFrance was upgrading its backup and disaster recovery processes.

### PROTECTING A VIRTUAL ENVIRONMENT WITH DISK

PréviFrance has relied for several years on advance virtualization technology to streamline operations and reduce overall costs. “Today, nearly all of our servers—99%

of them—are virtualized,” explains Loïc Magnanon, Technical Support Manager at PréviFrance. “And we have continuously upgraded our installations to get the most we can out of the systems and software.” The company uses Veeam backup, which is optimized for virtual systems, and it was an early adopter of disk backup systems that took advantage of data deduplication to reduce storage requirements.

### EXPANSION AND UPGRADE COSTS ARE TOO HIGH

“We used an EMC Data Domain appliance for backup in our Toulouse office, but when we made plans to fully execute our strategy to replace our long-term tape storage with multiple levels of disk retention, we hit a huge problem—dramatically higher costs,” Magnanon said.

The company purchased a new appliance for the Toulouse headquarters and moved the existing unit to a second site in Paris, where it would store both local backups and retain replicated copies of the backups in Toulouse.



### SOLUTION OVERVIEW

- DXi4700 Data deduplication and replication appliances (81 TB usable capacity)
- Veeam backup software, version 9.5.4

### KEY BENEFITS

- Faster backup, restore, and replication performance provides improved protection that can grow with the Company’s data.
- Lower acquisition costs, an economical path to scaling, and 5-year support costs guarantees save PréviFrance money now and in the future.
- Effective DXi replication provides disk-based, dual-site data retention for daily backups and for long-term DR protection.
- Full compatibility with Veeam, including synthetic full backups and replication management, provided a smooth transition and keeps admin overhead low.
- Effective, in-line deduplication saves space and lowers costs by reducing backup disk storage needs by 90% or more.
- Strong local support from Quantum made the installation easy and provides responsive, ongoing help when needed.

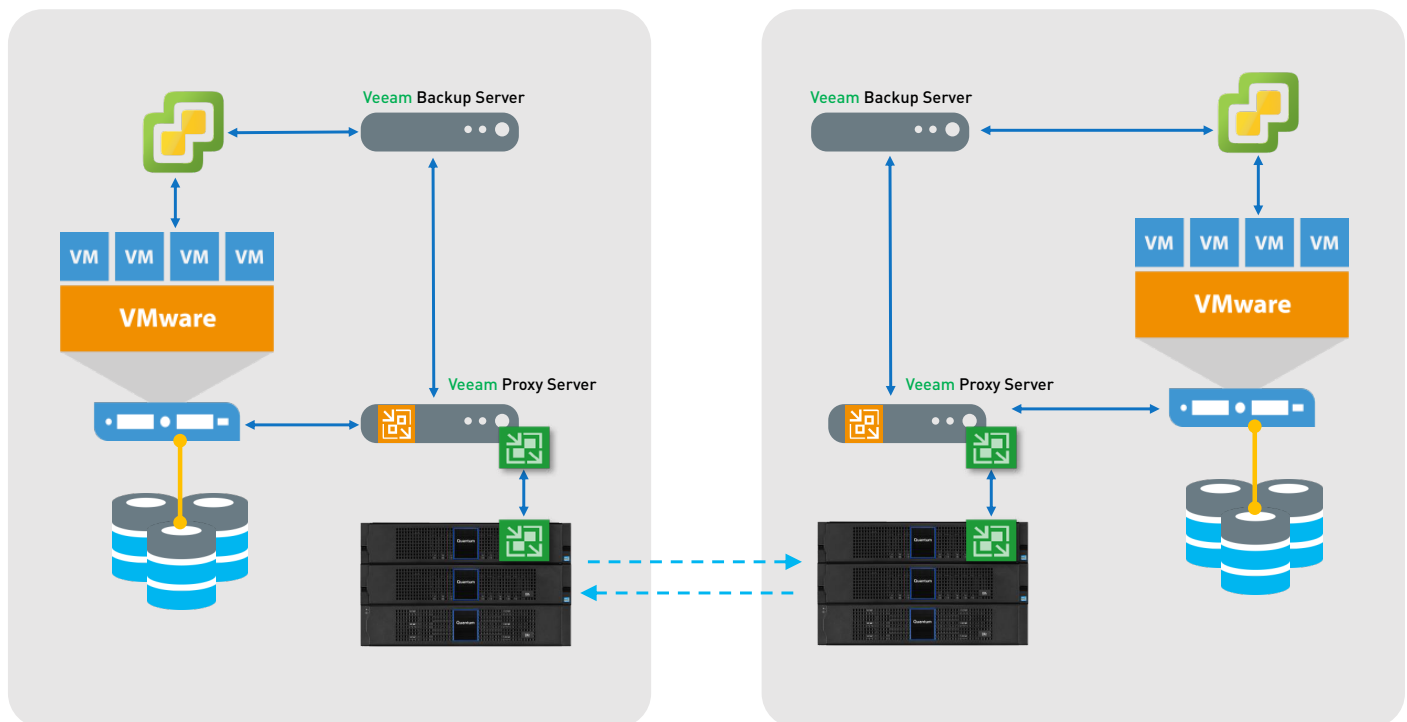
## CASE STUDY

### FASTER PERFORMANCE, LOWER COSTS, GREAT SERVICE

“We have been delighted with our experience with Quantum and DXi,” Magnanon said. “The backup, restore, and replication performance are all faster than our old system, our costs are much lower, and we have a clear, economical path for future upgrades—in fact we have already expanded one unit by 20 TB and the upgrade was easy. Also important for us, compatibility with all the Veeam features, including replication management and synthetic full backups, has been perfect.”

Quantum facilitated installation and configuration of the systems, and provided strong, local support throughout the operation. “The France-based team did everything we needed during the installation and setup, they have responded quickly to any questions, and the performance of the DXi system has been trouble-free since day one. We are pleased that we made the switch and consider ourselves a long-term partner with Quantum.

Schematic Diagram for Prévifrance



#### ABOUT QUANTUM

Quantum technology and services help customers capture, create, and share digital content—and preserve and protect it for decades at the lowest cost. Quantum’s platforms provide the fastest performance for high-resolution video, images, and industrial IoT, with solutions built for every stage of the data lifecycle, from high-performance ingest to real-time collaboration and analysis and low-cost archiving. Every day the world’s leading entertainment companies, sports franchises, research scientists, government agencies, enterprises, and cloud providers are making the world happier, safer, and smarter on Quantum. See how at [www.quantum.com](http://www.quantum.com).

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