Case Study: Educational Institution

Introduction

This case study of a educational institution is based on a January 2016 survey of Acme Systems B7500 customers by TechValidate, a 3rd-party research service. The profiled organization asked to have their name blinded to protect their confidentiality.

> "Acme's sales and support teams are first-class. It is refreshing to work with such a professional team that gets things done right so that we can focus on all other IT matters instead of email."

Challenges

- Solved the following operational challenges with their Acme Systems B7500:
  - Improved the efficiency of a business process
  - Improved disaster recovery
- Cited that the top reasons for purchasing their Acme Systems B7500 were to:
  - Meet a compressing backup window
  - Meet increasing RPO and RTO SLAs
  - Achieve better management economies of scale

Use Case

- Deployed their Acme Systems B7500 in conjunction with the following applications:
  - IBM DB2 databases
  - Microsoft SQL Server databases
  - Oracle Applications
- Deployed the following operating system hosts in their environment:
  - Novell/SuSe Linux
  - HP-UX
  - Sun Solaris
  - Apple Mac OS

Results

- Selected their Acme Systems B7500 after evaluating the following vendors:
  - IBM
  - Cisco
  - Oracle
  - Microsoft
- Rated the differentiation of Acme's capabilities as follows:
  - Ease of use: Highly Differentiated
  - Reliability: Extremely Differentiated
  - Scalability: Highly Differentiated
  - Performance: Highly Differentiated
- Achieved a payback period of 6 months.
- Reduced their IT infrastructure Capital Expenditures (CAPEX) by 10% to 24%.
- Increased the productivity of their IT staff by 10% to 24% with their Acme Systems B7500.

Organization Profile

The organization featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Industry:
Educational Institution

About Acme Systems B7500

Acme Systems B7500 helps organizations automate and refine all processes related to data security and storage. Acme's award winning tool has become a staple in leading industries around the globe.

Learn More:

 Acme Systems