Case Study: Large Enterprise Financial Services Company

Introduction

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

> "Ever since we installed the Acme solution, the complaints about email to our IT department and from our customers have disappeared. Our business is running smoothly again."

Challenges

- Solved the following operational challenges with their Acme Systems B7500:
  - Delivered faster performance
  - Improved disaster recovery
  - Improved data protection of critical corporate information
  - Met regulatory compliance standards
- Cited that the top reasons for purchasing their Acme Systems B7500 were to:
  - Meet increasing RPO and RTO SLAs
  - Meet performance and QoS SLAs
  - Achieve better management economies of scale

Use Case

- Deployed their Acme Systems B7500 in conjunction with the following applications:
  - IBM DB2 databases
  - Microsoft SharePoint
  - Oracle Applications
- Deployed the following operating system hosts in their environment:
  - Microsoft Windows
  - HP-UX
  - Sun Solaris

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: Extremely Differentiated
  - Reliability: Extremely Differentiated
  - Scalability: Differentiated
- Achieved a payback period of 6 months.
- Reduced their IT infrastructure Capital Expenditures (CAPEX) by 50% to 74%.

Company Profile

The company 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.

Company Size:
Large Enterprise

Industry:
Financial Services

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.

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