

Case Study: Federal Government

Introduction

This case study of a federal government is based on a March 2015 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.

Challenges

- Solved the following operational challenges with their Acme Systems B7500:
 - Delivered faster performance
 - 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 compliance regulations
 - Meet increasing RPO and RTO SLAs
 - Support higher uptime SLAs

Use Case

- Deployed their Acme Systems B7500 in conjunction with the following applications:
 - IBM DB2 databases
 - ECommerce application
 - Oracle Applications
 - SAP
- Deployed the following operating system hosts in their environment:
 - Novell/SuSe Linux
 - HP-UX
 - IBM AIX

Results

- Selected their Acme Systems B7500 after evaluating the following vendors:
 - Cisco
 - Oracle
 - Dell
- Rated the differentiation of Acme's capabilities as follows:
 - Ease of use: Extremely Differentiated
 - Reliability: Differentiated
 - Performance: Differentiated
 - Scalability: Highly Differentiated
- Achieved a payback period of 9 months.
- Reduced their IT infrastructure Capital Expenditures (CAPEX) by 25% to 49%.
- Increased the productivity of their IT staff by 25% to 49% 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.

Organization Size:
Federal

Industry:
Government

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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