

# Case Study: Office Supply

## Introduction

This case study of a medium enterprise retail company is based on a May 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.

## Challenges

- Solved the following operational challenges with their Acme Systems B7500:
  - Reduced IT infrastructure costs
  - 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:
  - Support business growth expectations

## Use Case

- Deployed their Acme Systems B7500 in conjunction with the following applications:
  - IBM DB2 databases
  - Oracle Applications
  - SAP
- Deployed the following operating system hosts in their environment:
  - Red Hat Linux
  - HP-UX

## Results

- Selected their Acme Systems B7500 after evaluating the following vendors:
  - IBM
  - Cisco
  - Oracle
  - Microsoft
- Rated the differentiation of Acme’s capabilities as follows:
  - Performance: Extremely Differentiated
  - Scalability: Differentiated
  - Ease of use: Differentiated
  - Reliability: Extremely Differentiated
- Achieved a payback period of 0 months.
- Reduced their IT infrastructure Capital Expenditures (CAPEX) by Less than 10%.
- Increased the productivity of their IT staff by 25% to 49% with their Acme Systems B7500.

### 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:  
**Medium Enterprise**

Industry:  
**Retail**

### 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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