ACME

Case Study: Global 500 Industrial Manufacturing Company

Introduction

This case study of a Global 500 industrial manufacturing company is based on a April 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.

> "Acme's solution dramatically increased the efficiency of our email communications. We saw productivity rates of our sales force more than double in the first quarter of using Acme B7500 for Microsoft Exchange."

Challenges

- Solved the following operational challenges with their Acme Systems B7500:
    - Improved overall system uptime
    - Improved data protection of critical corporate information
    - Met regulatory compliance standards
- Cited that the top reasons for purchasing their Acme Systems B7500 were to:
    - Consolidate storage
    - 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
    - ECommerce application
    - Oracle Applications
    - SAP
- 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:
    - Cisco
    - Microsoft
- Rated the differentiation of Acme's capabilities as follows:
    - Reliability: Differentiated
    - Ease of use: Extremely Differentiated
    - Scalability: Differentiated
    - Performance: Highly Differentiated
- Achieved a payback period of 3 months.
- Reduced their IT infrastructure Capital Expenditures (CAPEX) by 10% to 24%.
- 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:
Global 500

Industry:
Industrial Manufacturing

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