

Multi-national manufacturing company unlocks OPEX savings of 30% with help from Meridian IT.



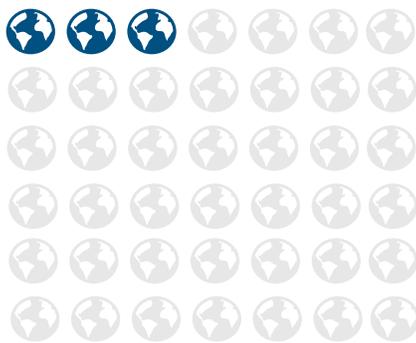
20% OPEX CUT EXCEEDED

Corporate initiative to cut operational expenses by greater than 20%.



30%-50% RESPONSE TIME

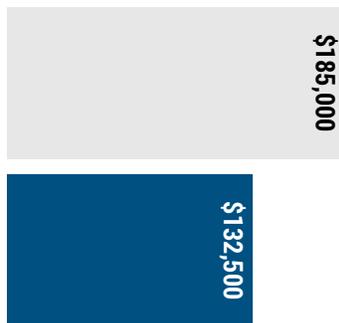
Ticket response time reduced by 30% - 50% with faster path to closure.



PROACTIVE MONITORING

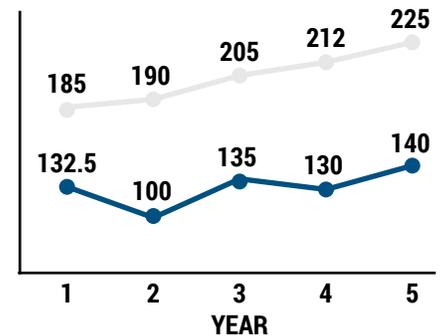
Prevented 3 sites of 42 from failing backup operations due to hardware.

STATUS QUO
MERIDIAN



FUNDS OVER FORM

Using a full OPEX alternative, client reduced operating costs nearly 30% and eliminated capital purchases for additional licenses.



FLEXIBILITY

Meridian IT provided a licensing model that decreased yearly costs.

CUSTOMER CHALLENGE

As a manufacturing company with global reach, this enterprise invests heavily in protecting against data loss, to ensure consistently high levels of service and protect market share. Commvault backup solutions play a key role in the company's data protection strategy, helping it to safeguard this precious asset across an extensive infrastructure of 1,300 servers spread across more than 20 countries worldwide. However, with maintenance costs for the Commvault software escalating year-over-year, the manufacturer searched for more efficient alternatives to cut the risk of diminishing profits.

CUSTOMER SOLUTION

With the renewal date for its Commvault solutions fast-approaching, the manufacturer looked to Meridian IT, its Commvault partner for five years, for advice. Aware that the company was seeking to reduce operational spend, the Meridian IT team rose to the challenge of finding a more cost-effective licensing model by drawing on its unique agreement with Commvault.

Using just a Commvault license summary report from the customer, Meridian IT created a proposal based on switching from perpetual, per-terabyte licensing to a monthly, per-client instance alternative that delivers significant savings. At the same time, the move would offer the manufacturing company enhanced insight into its Commvault environment, including trend analysis of how resources are used.

CUSTOMER BENEFITS

- 1 Reduced costs by \$52,500**
Under the new agreement, the manufacturer's software operating costs dropped by \$52,500 (or roughly 30 percent) and add on capital license costs were eliminated. The company was able to scale usage up or down and pay only for consumption, rather than buying unnecessary licenses that may lie unused for much of the time, again contributing to a considerable savings.
- 2 Increased utilization of resources**
Equipped with greater visibility of its global Commvault environment, the manufacturer is making smarter decisions on how resources are allocated to get the most out of their infrastructure. With new-found insights, Meridian IT recognized that some of the manufacturing company's remote offices were likely to have back up issues if no changes were made to their set-ups. Meridian took fast action to prevent any impact on the organizations operations.
- 3 Enhanced support**
Meridian IT provides first-line support of Commvault solutions for the manufacturer, building on its expertise around the technology to manage support requests.

Contact
Meridian IT
today to find
out how you
can make huge
savings on your
Commvault
licensing – **we
can help you
reduce your
costs too!**

ABOUT MERIDIAN IT INC.

Meridian IT Inc. is part of Meridian Group International, operating since 1979. Headquartered in Deerfield, IL, Meridian IT works with clients domestically and across many international borders to modernize technology strategies, deliver innovation, and maximize business productivity. Partner with us to unlock your company's true potential. Learn more at www.meridianitinc.com or www.onlinemeridian.com.

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