

permanent digital assets platform

solidata

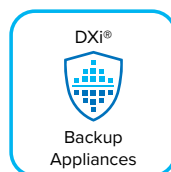
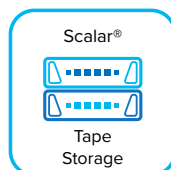
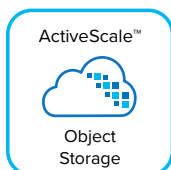
CASE STUDY

Solid Data Expands Backup Services and Data Protection with Multi-Tiered Quantum Storage Environment

Solid Data is an Italian cloud provider that offers a range of cloud monitoring and management services focused on data protection, retention, and availability. To strengthen reliability of its services, the company implemented multiple storage solutions from Quantum including ActiveScale object storage, QXS storage, Scalar tape, and DXi backup appliances. These solutions help Solid Data to provide the dependable, S3-compatible, highly available services that customers demand while simplifying management and controlling costs.



FEATURED PRODUCTS



“ We have been experiencing fast-growing demand for offsite backup services. Quantum ActiveScale object storage enables us to provide robust offsite backup with S3 compatibility and a low cost per terabyte.”

Alessio Bleggi
CTO, Solid Data



“We were able to start using ActiveScale within three days after it was deployed.”

Alessio Bleggi – CTO, Solid Data



SOLUTION OVERVIEW

- Quantum ActiveScale™ Object Storage
- Quantum Scalar® Tape Library
- Quantum DXi®-Series Backup Appliance
- Quantum QXS™-Series Hybrid Storage
- Veeam Backup & Replication

KEY BENEFITS

- **Addressed rising demand for offsite backup** with efficient, S3-compatible ActiveScale object storage.
- **Enhanced storage scalability and performance** for fast-growing data volumes.
- **Improved availability and reliability** for long-term retention of mission-critical data.
- **Simplified support and management** by building backup services with a single vendor.

Solid Data serves customers with some of the most rigorous technical requirements, including managed service providers, system integrators, software vendors, and value-added resellers. In choosing the Solid Data “permanent” digital assets platform, these organizations expect outstanding data protection and archiving as well as uninterrupted availability.

To meet customer expectations, Solid Data requires extremely reliable storage systems. So, in order to address rising demand for offsite backup with efficient S3 compatibility, there was a need to strengthen the company’s platform. “We had to address improvements in data availability especially for backup and restore services,” says Alessio Bleggi, CTO of Solid Data. “We needed a

platform that could enhance availability while simplifying management.”

To maintain competitive pricing, the company also needed to control costs. “For any storage solution, we want to minimize the cost per terabyte,” says Bleggi.

BUILDING BACKUP AND DISASTER RECOVERY SERVICES ON QUANTUM

To achieve S3 compatibility and increase effectiveness and efficiency of storage systems, the Solid Data team set out to find a single vendor that could address multiple storage needs. After an analysis of the best technologies on the market, the company selected Quantum to provide the foundation for its backup and disaster recovery services.

“The history of the Quantum brand was certainly a plus,” says Bleggi. “We were also impressed with their innovation and the quality of service that it could offer.”

With the help of NETECH, an Italian-based system integrator, the Solid Data team implemented a multi-tiered Quantum storage environment. “The first product was QXS-Series hybrid storage, which allowed us to increase performance for our VMware farm,” says Bleggi. “We subsequently deployed a Scalar tape library to add a layer of additional data protection for backup services.”

As the virtualized VMware environment grew, the team added a DXi-Series backup appliance. DXi is a scalable solution that maximizes storage efficiency using patented data deduplication and compression capabilities.

The solutions integrate seamlessly with Veeam Backup & Replication software—industry-leading backup, recovery, and data security software for on-premises and cloud workloads. These solutions are part of a comprehensive portfolio of Quantum Veeam Ready products.

ADDRESSING DEMAND FOR OFFSITE BACKUP WITH ACTIVESCALE

The Solid Data team further expanded its Quantum environment to accommodate evolving customer requirements. “We have been experiencing fast-growing demand for offsite backup services,” says Bleggi. “ActiveScale object storage enables us to provide robust offsite backup

with S3 compatibility and a low cost per terabyte.”

ActiveScale’s S3 compatibility allows organizations to use Solid Data backup services with S3-enabled apps and workflows. For example, they can easily replicate data to S3 cloud storage environments for data analysis, active archiving, or long-term retention.

Solid Data had the ActiveScale solution up and running fast. “We were able to start using ActiveScale within three days after it was deployed,” says Bleggi.

The team deployed ActiveScale at a single site initially. Solid Data plans to implement the solution at two other geographically separated locations as well. With those implementations in place, Solid Data will be able to capitalize on ActiveScale’s geo-spreading capabilities, which spread objects across multiple locations to help ensure high availability.

ActiveScale integrates tightly with Veeam software. ActiveScale hosts Veeam agent backups as well as replicated virtual machines.

PROVIDING RELIABLE LONG-TERM STORAGE AND DATA PROTECTION

ActiveScale gives Solid Data the ability to offer long-term backup for data immutability. “With ActiveScale, we can deliver a high level of data protection, over the long term, for mission-critical data,” says Bleggi.

Meanwhile, working with a single vendor for offsite backup has greatly simplified support and ongoing management. “By implementing

“By implementing ActiveScale, we have strengthened our offsite backup services. We built our entire Veeam service provider backup solution on ActiveScale.”

Alessio Bleggi
CTO
Solid Data

ABOUT SOLID DATA

Based in Italy, Solid Data is a cloud provider dedicated to the IT channel, in which data is the subject and the protagonist. The company delivers robust data protection, retention, and availability to managed service providers, system integrators, value-added resellers, and software vendors. With complete monitoring and management offerings, Solid Data offers a wide range of Cloud solutions including S3 Cloud object storage, S3 backup as a service (BaaS) and disaster recovery as a service (DRaaS) that enable long-term data immutability, keeping it resilient and secure for decades.



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IMPROVING STORAGE PERFORMANCE WHILE INCREASING SCALABILITY

ActiveScale provides the scalability that Solid Data needs to support the continuously expanding data volumes of its customers. At the same time, the solution delivers exceptional performance. “We weren’t expecting such high performance from a long-term, object-storage solution,” says Bleggi. “But with ActiveScale, our backup services border on excellence.”

LOOKING AHEAD WITH QUANTUM

“Quantum ActiveScale works perfectly—we are very happy with it,” says Bleggi. “Coupled with strong technical support from Quantum, ActiveScale and the other Quantum solutions enable us to deliver reliable, highly available data storage services for our customers.”

The Solid Data team knows they can continue to rely on Quantum going forward. “We first implemented Quantum solutions nearly a decade ago. Each time we’ve needed to augment our services, they have offered a solution,” says Bleggi. “We know that working with Quantum will give us the flexibility to address changing customer requirements in the future.”

ABOUT NETECH

NETECH is an IT System Integrator based in Milan, Italy, specialized in cybersecurity and implementation of multi-cloud infrastructures maximizing resilience and minimizing IT risk. NETECH designed Solid Data’s IT infrastructure and IT security.

Quantum

Quantum technology, software, and services provide the solutions that today’s organizations need to make video and other unstructured data smarter – so their data works for them and not the other way around. With over 40 years of innovation, Quantum’s end-to-end platform is uniquely equipped to orchestrate, protect, and enrich data across its lifecycle, providing enhanced intelligence and actionable insights. Leading organizations in cloud services, entertainment, government, research, education, transportation, and enterprise IT trust Quantum to bring their data to life, because data makes life better, safer, and smarter. Quantum is listed on Nasdaq (QMCO) and the Russell 2000® Index. For more information visit www.quantum.com.

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