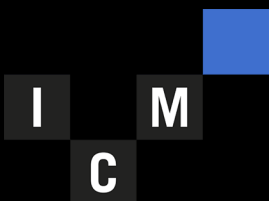


CASE STUDY

# HYCU provides easy to use and efficient backup for service provider



## Business Challenge

Since 2005, ICM has offered hosting services, from the “golden age” of colocation servers to today’s multi-cloud based IT environments, the company has worked to deliver the right multi-tenant solution. The company uses a Nutanix production cluster as the foundation to help migrate from physical servers to virtual machines. External backups had been stored in dedicated storage arrays and on cloud storage.

With more production workloads being run on Nutanix, ICM needed a backup and recovery solution that was tightly-integrated and that provided the same ease of use and speed that they experienced with Nutanix Enterprise Cloud.

“The right IT solution plays a very important role in our company, and after testing various solutions there was no doubt, it was love at first sight with HYCU,” said Ricard Forn, CIO at ICM.

## Solution

The ease and backup/restore speeds were the primary reasons why ICM looked to make a change of backup and recovery software. After testing three backup and recovery solutions, ICM chose HYCU. “As HYCU was a software appliance solution (and not software under a paid operating system), it made perfect sense to us,” Forn added. “Our developers were delighted with HYCU’s API level approach. We could also easily integrate with our monitoring software, something that was not possible prior.”

Before using Nutanix, ICM’s production clusters were 100% based on VMware. Forn noted, “Thanks to HYCU we were able to quickly integrate with all our existing storage arrays and were able to add cloud backups simultaneously. This helped us minimize the need for additional infrastructure investments as well as unnecessary hardware maintenance while also helping us avoid keeping second backup copies in other areas of the main data center or remote data centers.”

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### ABOUT THE CUSTOMER

ICM, based in Barcelona, Spain, specializes in technology consulting and IT services with the aim of partnering to find the best technical solution for each client’s needs. The company understands each specific client scenario and provides the best IT services solutions that can be transparently integrated with each client’s business.

ICM partners with leading technology companies such as Microsoft Azure, Nutanix, Colt and Amazon Web Services to ensure the IT solutions provided represent a substantial improvement in their clients’ business. ICM prides itself not just on being a technology partner but being a business development partner for its expanding customer base

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### PRODUCT

HYCU – Purpose-built Backup and Recovery for Nutanix

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*Ricard Forn, CIO at ICM*

## Benefits

### ✓ Time Savings

Since introducing HYCU, time dedicated to general management was reduced by almost 50%. This allows ICM to dedicate time and freed up resources to other client tasks and projects, and less on managing its own IT infrastructure and backup environment.

Forn likes that with so many customers with solutions in the multi-TB range of information, they have also noticed a significant reduction in time required to do fundamental tasks. Forn mentioned, "For one customer, their prior solution needed 48 hours to complete a full backup. Now with HYCU, the same backup only takes 4.5 hours. 10 times less."

### ✓ Cost Savings

Choosing HYCU has also resulted in significant cost savings compared to its prior solution. "For our "continuity" option, there was a variable cost for each VM under Nutanix, and ICM as a service provider had many virtual machines formed for very few CPUs and RAM. Licensing by socket is far more flexible and allowed us to be more profitable at the same time," Forn said.

Also, prior to using HYCU, ICM was unable to use cloud as a backup repository very easily. They had to use appliances and gateways. With HYCU, ICM only needs a storage account at the Cloud Storage Provider. "It's much easier now," said Forn. "And, the integration with Azure Cloud is fantastic."

### ✓ Support

ICM noted HYCU's support and partnership from the very beginning. "We felt more valued as clients. We know that we are not a large company, but having such personal touch by so many at HYCU to provide demos, and resolve any open items, made life so much easier."

"Our experience with HYCU has been fantastic! HYCU offered the best price-performance ratio of any backup and recovery software for Nutanix."

–Ricard Forn, CIO, ICM

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**HYCU offered the best price-performance ratio of any backup and recovery software for Nutanix."**

*Ricard Forn, CIO ICM*

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#### LEARN MORE

To learn how HYCU can help your Nutanix-based business, visit [www.hycu.com](http://www.hycu.com) or email [info@hycu.com](mailto:info@hycu.com).

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