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# Customers win with Druva & AWS

All-in-one solution saves time and money



Advanced  
Technology  
Partner

Government  
Competency

Storage Competency

SaaS Partner

Marketplace Seller



# Druva delivers

Druva™ delivers all-in-one data protection, governance and data intelligence across end points, data centers and cloud workloads.

This unified approach allows business to accelerate growth and decision making through simple and reliable data protection and management.

## TCO leadership

- Reduce storage costs
- Zero maintenance
- Lower costs by up to 50%

## Trouble free

- 15 minute deployment
- No customization
- Single service stack

## Efficient

- Global scale
- Single deduplication pool
- Automatic storage tiering





# Cloud-native Data Protection saves time and cost

Cosmetic giant finds beauty in Druva

**Slow,  
laborious  
and costly**

**AmorePacific** is a global company that seeks to share the legacy of Asian beauty with all of humanity. Their products are formulated from the highest quality ingredients, carefully crafted to optimize beauty and health benefits. Rooted in a long history of sustainable sourcing, first established by Yoon Dokjeong, her product connects customers with the simple elegance of the earth. For over 70 years, AmorePacific has been dedicated to changing the world through beauty.

## The challenge

Data is at the core of AmorePacific's success. Relying on a legacy solution to backup data to a second data center, they quickly discovered the architecture was slow, laborious and costly. Full backups took seven days or more and when they failed, administrators needed to start the process from the beginning. Restoring data was complex resulting in endless amounts of time and money to manage backup and DR.

## The solution

Druva's cloud-native solution simplifies data protection across endpoints, data centers and cloud workloads. It eliminates the expense associated with configuring and managing a second data center dedicated solely to DR. Full backups went from seven days to three. IT overhead was reduced and AmorePacific could make decisions on business objectives rather than restrictions of the backup solution.

AMOREPACIFIC

## Benefits

### Reduced TCO by 30 percent

Removed capex costs for backup and DR. Eliminated second data center and duplicate storage system.

### Accelerated backups

Global deduplication reduced volume of data by 50 percent. Full backups were 60 percent faster.

### Self-Service Data Protection

Eliminated storage monitoring for over utilization. Retain data longer without capex investment.

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# Delivered storage flexibility, data durability & security

Reduced data restore & backups times by 50%

## Manual backup disrupts daily operations

Gulfmark's primary business is marine transportation services in support of the upstream oil and gas industry. Since entering the market in 1990, they have steadily evolved into a global, growth- oriented marine services provider known for their technologically advanced fleet and quality performance. Gulfmark has earned a reputation for consistent performance, safe operations and a dedication to exceptional service.

### The challenge

A globally dispersed workforce and multiple backup technologies created a long manual process that took many days to complete. The five different backup technologies made it nearly impossible to dynamically manage their global infrastructure and significantly impacted day-to-day operations. GulfMark needed to improve productivity and agility while streamlining data recovery. They needed a solution that could dynamically scale with the company's rapid growth.

### The solution

Druva enabled GulfMark Offshore to centrally manage, backup and archive their virtualized environments and critical data in the cloud.

## Benefits

### Simplicity

Replaced manual effort with painless, automated restores

### Globally accessible

All-in-one solution to manage headquarters, 5 regional offices and scores of vessels at sea

### Cost Efficient

Reduced data backup and restore times by 50%

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# Cloud platform reduces backups to 30 Minutes

Heart of world's port system modernizes data protection

## Legacy data protection

**Port of New Orleans** is a diverse deep water port located on the Mississippi River near the Gulf of Mexico. Its strategic location allows unequaled access to 30-plus major inland hubs such as Memphis, Chicago and Canada via 14,500 miles of waterways, six Class I railroads and interstate roadways. If the Port went down for three days, it would have a national impact of close to \$500M.

### The challenge

The legacy data protection solution could not keep pace and protect the high volume of data to be managed. Employees needed to travel to various off-site locations to complete tasks while restoring files would take hours or day to complete. The Port is required to follow Homeland Security and U.S. Coast Guard guidelines, so data security is a top priority. The legacy solution was centralized making data vulnerable to another category 5 storm such as hurricane Katrina.

### The solution

Druva reduced backup and restores to 30 minutes or less, compared to 4 to 8 hours. The Port was able to consolidate data previously spread across multiple sites into a single data repository. The solution is easy to use and allows end users to restore their own files after only 5 minutes of training. Calls into IT have dropped by 60-70%. Stress on all parties has been reduced and the administrative staff has regained valuable time.

## Benefits

**Unified Management and Control**  
Centralized visibility across all instances assures data is secure and in compliance

**Self-Service Data Protection**  
Quick time to proficiency has increased usage of Druva by IT staff and end users

**Increased Security**  
Increased visibility assures data is secure and meets government regulations

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# Cloud-native data protection for Office 365

## Cloud-based workforce management solutions

### Storing data in the cloud does not guarantee safety

**WorkForce Software** is a world leader in software-as-a-service personnel management solutions. Their cloud-based software empowers employees and managers to digitize time and labor processes, optimize demand-driven scheduling, simplify absence management and enable business insight. WorkForce Software equips organizations to reduce labor costs, demonstrate compliance and boost employee engagement while maximizing operational efficiencies.

#### The challenge

WorkForce Software has offices around the globe requiring IT to backup and archive Office 365 data as well as company laptops, desktops and mobile devices. IT wanted to own and control their own data plus they were aware of the inherent risks of storing data “in the cloud.” Their legacy solution was difficult to implement causing users not to back up their data. Recent M&A required WorkForce to look for a solution to handle the large number of users residing outside the United States.

#### The solution

Druva delivered a unified solution to backup Office 365 as well as endpoint devices while at the same time scaling as WorkForce grew. A key consideration was Druva’s ability to ensure data residency requirements were being met. Ease of use was particularly attractive with key management functions being completed with a few clicks – saving time and making compliance easier.



## Benefits

### Centralized Data Protection

Cloud applications and user devices across the globe are protected and aligned to regional policies.

**Virtually eliminated engineering**  
time spent supporting backup and  
archival processes

### Scalable and Secure

Cloud-native scalability and security  
has delivered peace of mind while  
decreasing costs





# Next steps



Get started

Free Trial



Learn more about AWS services or to buy Druva from the AWS Marketplace.

Get Started