



S I N E R G Y

Confidence in a connected world.  Symantec.

CUSTOMER SUCCESS

Sapio Group

Shrinking the Cost of Managing and Protecting Critical Manufacturing Data in Italy

Sapio Group is one of Italy's leading gas manufacturing groups, but when it comes to the partnership with Symantec™, there is no hot air—just showcase, integrated technologies and fast results. Sapio is using a unified portfolio of information archiving, information management, and data protection solutions to drive down the cost of managing data and drive up the return on investment. Symantec Enterprise Vault™, for example, has helped reduce data storage costs by up to 20 percent, using a blend of intelligent Exchange, file system, and SharePoint archiving; while Symantec Backup Exec™ is reliably protecting critical data on more than 30 distributed servers. And Symantec Ghost™ Protection Suite has helped shrink the time needed to migrate 1,000 PCs to Windows 7 by as much as 50 percent.

Leading Italian gas manufacturing group

In today's challenging economy, successful manufacturers know all about being lean and mean. They understand that cost control, efficiency, and a tireless approach to delivering rewarding customer satisfaction can drive revenue growth and inspire increased competitiveness. That message isn't lost on Sapio Group, one of Italy's largest and most successful manufacturers of gas products, such as hydrogen.

Sapio's drive towards optimized cost control is as important in the company's front line services as it is in functions that customers don't necessarily see, like technology. In recent years, the industrial group has transformed its technology infrastructure, adopting automation, virtualization, and other innovations to drive down the cost of technology delivery, while driving up the quality of service throughout the business.

Symantec has been a key player in this strategy. Sapio has recently deployed an integrated suite of Symantec technologies—including information archiving, information management, and data protection—in collaboration with its Italian systems integration partner Sinergy to manage the company's information-driven world and enable confidence wherever information is used or stored.

ORGANIZATION PROFILE

Website: www.grupposapio.it

Industry: Manufacturing
(chemicals)

Headquarters: Monza, Italy

SYMANTEC SOLUTIONS

Archiving

Data Protection

Endpoint Management

Why Symantec?

- Recommendation of local partner Sinergy
- Integrated and unified portfolio of best practice technologies
- Proven, popular nature of solutions

Intelligent way to store, manage, and discover data

Enterprise Vault was the first technology on Sapiro's shopping list. The industrial group required an intelligent approach to storing, managing, and discovering data in its Exchange email system, file server environment, and SharePoint collaboration platform.

"Sinergy recommended Enterprise Vault and it quickly became apparent that this popular information archiving solution would be the answer to our needs. Compared with the EMC archiving solution we compared it against, Enterprise Vault offered Sapiro a flexible, cost-effective means of managing the growing Exchange storage environment, rich functionality, and ease of use," explains Stefano Ferrari, IT manager, Sapiro Group.

Sapiro is using its recently deployed Enterprise Vault solution to move rarely accessed Exchange email, file server, and SharePoint information off of expensive primary storage to lower-tiered NetApp storage. Built-in Data Classification Services adds context and relevance to Exchange messages, enabling Ferrari and his team to automate many day-to-day decisions based on the value of the information, as well as data privacy. In due course, Sapiro will also introduce eDiscovery and deduplication functionality.

The immediate benefit has been a reduction in the size of the primary storage base. "By moving Exchange data from the primary storage platform onto the lower cost storage, Enterprise Vault has enabled Sapiro to reduce its storage costs by 20 percent. We also expect this figure to rise further as we introduce additional functionality, such as deduplication," says Ferrari. The help desk has noticed a big change too: Ferrari's team has been able to eliminate email quotas, and this has led to a 20 percent drop in enquiries made to the help desk at the Monza headquarters.

SOLUTIONS AT A GLANCE

Key Challenges

- Centralize data management and reduce costs
- Support remote deployment and management of 1,000 PCs
- Reduce cost of primary storage environment

Symantec Products

- Symantec Backup Exec™
- Symantec Enterprise Vault™
- Symantec Ghost™ Solution Suite

Symantec Partner

- Sinergy S.p.A (www.sinergy.it)

Technology Environment

- End users: 1,000
- Applications: Oracle applications, Microsoft SharePoint, Microsoft OCS, Microsoft Exchange, Oracle database, SQL Server
- Operating Systems: Microsoft Windows 2003/2008, IBM AIX for Oracle
- Virtualization: VMware, Vsphere 4.1
- Servers: 30+ physical & 80 virtual - IBM, HP, Dell

BUSINESS VALUE AND TECHNICAL BENEFITS

- Reduced storage costs by 20 percent through intelligent email, file server, and SharePoint archiving
- Led to 20 percent reduction in calls to help desk
- Accelerated migration to Windows 7 by 50 percent
- Safeguarded data on Sapiro's 30 physical, distributed servers
- Allowed server and desktop data protection to be managed centrally
- Extended backup infrastructure across distributed environment and remote offices
- Protected more data, using less storage, and saving time and money
- Supported remote Windows 7 migration, system management, and computer imaging process

Managing all the data from Monza

The impact of Backup Exec is equally strong. This gold standard in Windows data protection is being used to safeguard data on Sapiro's 30 physical servers, which are distributed across Sapiro's network of offices in Italy. Backup Exec centralizes the management of these servers, allowing Sapiro to easily extend its backup infrastructure across the company's distributed environment and remote offices, allowing the server and desktop data protection to be managed from Monza as the Italian business grows.

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Stefano Ferrari

IT Manager
Sapiro Group

“Our backup architecture is still in development; however, even at this early stage we can see that Backup Exec is helping to optimize Sapio’s Windows data protection strategy—allowing the company to protect more data, using less storage, and saving time and money,” says Ferrari.

Symantec Ghost Solution Suite completes this integrated data protection and information management strategy. With more than 100 local regional offices spread across the length and breadth of Italy, Ghost Solution Suite supports Sapio’s remote deployment, system management, and computer imaging process.

Hardware-independent imaging, for example, is being used to accelerate the imaging, migration, and deployment of a new Windows 7 system to 1,000 PCs across the Sapio network. “Using Ghost Solution Suite, Sapio is able to migrate to Windows 7 from a single management screen. We estimate the entire migration process is 50 percent faster, thanks to the Symantec technology and the Windows 7 migration functionality,” says Ferrari.

The Symantec deployment at Sapio is the tip of the iceberg. As new functionality is added, including deduplication, virtualization management, and support for mobile working, the Italian manufacturer expects even greater rewards. And it won’t be long before they are realized.

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