deltics

CASE STUDY

Deltics Delivers Customer-focused Innovations

80%
Decreased backup time to better serve customers

96%
Reduced management time to focus on innovation

INCREASED
Reliability and performance to support future growth

> “Pure Storage enables us to exceed customers’ expectations, which is the best result we could ask for.”

MARCO DE VRIES
BUSINESS DEVELOPMENT MANAGER, DELTICS

Deltics redefines innovation in the ever-changing landscape of IT consulting with the Pure Storage platform, providing unprecedented efficiency that puts clients first with performance and innovations that exceed expectations.

PURESTORAGE®

Keeping Pace with Change

In the competitive world of IT consulting, Marco de Vries, Business Development Manager at Deltics, faces the relentless challenge of keeping pace with rapid industry changes. Deltics works primarily with clients in transportation, education, healthcare, and government sectors, providing crucial managed cloud services such as backup and disaster recovery with its cloud system, FlexCloud. However, as client demands surged, the underlying storage reached its limits.

> **“Most of our organization prefers to use the Pure Storage platform due to the trusted relationship we’ve developed in working together on past client projects.”**
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> **MARCO DE VRIES**
> **BUSINESS DEVELOPMENT MANAGER, DELTICS**

Demand for More Capacity, Less Management

De Vries led the search for a new storage solution for Deltics’ FlexCloud service. “We had a number of challenges including lack of scalability, lagging performance, and rising costs,” says de Vries. “But the biggest issue was the number of hours we were spending per week managing the environment, which interfered with keeping our focus on innovation.”

Deltics had previously worked with Pure Storage and knew that it offered strong reliability, performance, and management efficiency, making it the best storage solution for FlexCloud. “Most of our organization prefers to use the Pure Storage platform due to the trusted relationship we’ve developed in working together on past client projects,” says de Vries.

Improving Customer Satisfaction with High Performance

Deltics immediately saw a significant impact after switching to Pure Storage solutions. These include FlashBlade//E™ via the Evergreen//One subscription service to support its backup as a service offering. With FlashBlade//E, Deltics’ operational efficiencies have soared, reducing weekly maintenance from 12 hours to just 30 minutes—a 96% reduction.

Deltics also uses FlashArray//X via an Evergreen//One subscription for workload consolidation and disaster recovery with Veeam. As a result, backup times for client data have decreased by 80%.

“Our customers were initially skeptical and asked us if we could check if something had gone wrong with the backups, as they only took two hours instead of the usual 26 hours,” says de Vries. “Pure Storage enables us to exceed customers’ expectations, which is the best result we could ask for.”

With more free time, Deltics can focus on building better backup schedules for clients and helping them tackle their biggest challenges.

GEO
EMEA

INDUSTRY
Technology

SOLUTION AREA
Accelerate Core Applications
Enable Multi-cloud
Modernize Data Protection

PURE STORAGE® PRODUCTS IN USE
Evergreen//One™
FlashBlade//E™
FlashArray//X™
Pure1®

www.deltics.nl

ABOUT VEEAM AND PURE STORAGE
Integrated solutions from Veeam® and Pure Storage help customers meet the needs of today's application and data-driven world by delivering on-premises, cloudlike capabilities with superior data protection and business continuity.

www.veeam.com

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MARCO DE VRIES
BUSINESS DEVELOPMENT MANAGER, DELTICS

Building Trust with Proactive Collaboration

The support that Pure Storage provided Deltics during migration to the new environment was crucial in ensuring a smooth transition and in building trust within the technical teams at Deltics.

"Pure's support engineers asked if they could monitor the environment for the first month," says de Vries. "The team called us regularly with feedback about the system. The support from Pure Storage gave our technical teams peace of mind that the new storage was working correctly."

Thanks in part to this support, the engineers at Deltics have confidence in the platform, allowing them to focus on innovation.

Evolving Environments with Clients

For de Vries and Deltics, the decision to work with Pure Storage was a defining moment, highlighting the importance of technology and customer-focused innovation in the ever-evolving IT landscape. Working with Pure Storage, Deltics is well positioned to anticipate client needs, deliver the best service, and support the future growth of its customers.

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