

TRILIO EMPOWERS GOVERNMENT AGENCY WITH DATA PROTECTION FOR RED HAT OPENSIFT

EXECUTIVE SUMMARY



A Scandinavian Government Agency (“The Agency”) who does research on the atmosphere, and provides services on weather, sea, air quality, climate and near space for the needs of public safety, business life and citizens, decided to adopt a container-based strategy using Red Hat OpenShift. As a part of this initiative, they acknowledged the need to develop a new modern approach to disaster recovery, with a focus on backup and recovery. In September 2021, the Agency engaged with Trilio to address their critical backup needs in their Kubernetes environments.

CHALLENGE

With a goal of ensuring reliability and efficiency in this environment The Agency sought a Cloud-Native automated backup and recovery product with OpenShift integration and a long-term vision that would leverage other automated tools such as Red Hat Advanced Cluster Management (RHACM), Ansible, etc.

SOLUTION

Their search for the ideal backup solution led them to a partnership with Trilio. The Agency was drawn to Trilio for its modern architecture, integration with OpenShift, and other capabilities that can help them with other initiatives such as Application Mobility.

RESULTS

- A successful Proof of Concept (POC).
- The Agency subscribed to a Trilio for OpenShift license in February 2022.
- The deployment was successful and in December of 2022 resulted in the desire to extend Trilio’s data protection capabilities to additional applications and tenants.
- The results underscore the partnership between Trilio and The Agency - showcasing our continued support of the deployment and the scalability, and adaptability of Trilio for OpenShift to meet their evolving needs in their mission-critical operations.

KEY TAKEAWAYS

- ✓ Trilio’s strong Red Hat Partnership provides for one stop customer support services, roadmap alignment, and certified offerings making Trilio 100% aligned with Red Hat and introduce products within weeks of Red Hat new product availability.
- ✓ Trilio’s ability to integrate with Red Hat OpenShift further solidified its position as the preferred backup solution for the marketplace.
- ✓ The partnership exemplified Trilio’s commitment to configurable and flexible solutions for evolving market needs, with scalability, adaptability and product vision as key factors.

THE JOURNEY

*"Trilio's native integration into Red Hat OpenShift provided simplified workflows coupled with granular recovery capabilities setting it apart from other solutions and satisfying our need for a robust data protection solution."
- Platform Engineering Leader, The Agency*

Beginning the Journey with the Customer

The collaboration kicked off in October 2021 with a Proof of Concept (POC). Within 30 days, and with a few hours of work per week, the POC was successfully completed, showcasing Trilio's capability to meet the customer's stringent requirements.

After a thorough technical evaluation and successful POC, both organizations worked on the commercial relationship. The aforementioned processes were led by The Agency's group head. As a government entity, the customer had a number of considerations to be mindful of in this project. Governance, compliance, reporting and sign-off processes added additional layers to consider in the procurement process. To navigate these complexities, a Scandinavian distributor, Nordicmind Oy, aided in facilitating the transaction. This strategic alignment ensured a smooth and compliant acquisition process for both Trilio and the customer.

DECISION CRITERIA

The customer's decision was based on:

- The successful POC in their environment.
- Trilio's Red Hat partnership and seamless integration with Red Hat OpenShift.
- Flexibility of the solution, and other capabilities such as application and data migration.
- Support in the evaluation process and implementation of the solution.

WHY TRILIO

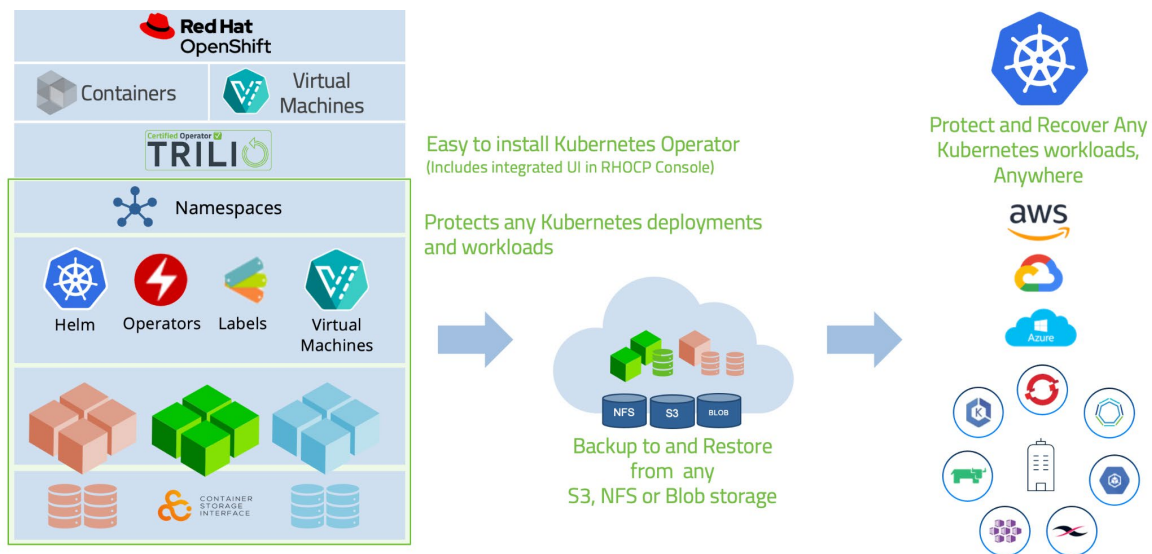
The Agency explored several backup solutions, but faced challenges related to the lack of native services, cost, scalability, and features.

Trilio met these criteria, providing the Company with a solution that aligned with their goals and emerged as the preferred solution and has much lower TCO.

ONGOING SUCCESS

In February 2022 the customer executed a contract and was ready to move forward together. The partnership not only marked a significant milestone for both parties but also underscored the importance of Trilio's commitment to providing tailored solutions for diverse organizational needs.

Post-implementation, the partnership continued to thrive. In December 2022, The Agency recognized the value Trilio brought to their Kubernetes environments and expanded their commitment by expanding their license coverage for additional virtual CPUs (vCPUs).



CONCLUSION



This case study showcases Trilio's ability to support organizations in their journey towards adopting cloud and cloud-native technologies, providing not only a modern and highly functional backup and recovery solution but also contributing to the success of complex projects. Trilio's native integration with Red Hat OpenShift, cloud-friendly scalable architecture, and value made it the clear choice.

The collaboration between Trilio and The Agency stands as a testament to the successful integration of cutting-edge backup solutions into complex Kubernetes environments. As the customer continues its journey with Red Hat OpenShift, Trilio remains a trusted partner, ensuring data protection, recovery, and scalability in their mission-critical operations.



We are a leading provider of cloud-native Data Protection software solutions, supporting private, public and hybrid-clouds, engineered from ground up for Kubernetes, KubeVirt and OpenStack environments. At Trilio, we believe that data protection should be effortless, automated, and predictable. Our platforms deliver a modern data protection experience that gives customers more power and control over their applications and data. Cloud Architects, Platform Engineers, ITops and DevOps departments, rely on Trilio technology for operational resiliency to perform critical tasks such as data backup and recovery, migration, ransomware protection, application mobility and disaster recovery.

Either in place, or into other clusters and clouds, Trilio's software dramatically reduces the amount of time spent on restoration and migration activities empowering customers from diverse sectors, such as telecommunications, financial services, defense, automotive and healthcare with the ability to easily deploy, manage and scale applications with confidence. Trilio has been a Premier Red Hat partner since 2017.