

## Enhancing Storage, Protection, Access and Management with a Unified Global File System

D+M Group is a global company providing innovative, high quality sound solutions. With nearly 1,000 employees spread across Asia, North America and Europe, D+M was facing rising storage and backup costs, struggling with data protection and failing to meet the file sharing and access demands of users. Once IT began looking for alternatives, Nasuni was the only platform that exceeded their requirements, and at a fraction of the cost.

Drivers	Requirements	Nasuni Solution
<ul style="list-style-type: none"> <li>Rising storage and backup costs</li> <li>Inadequate or nonexistent Disaster Recovery capabilities</li> <li>IT cycles wasted on file access and recovery problems</li> </ul>	<ul style="list-style-type: none"> <li>Control the cost of unstructured data growth</li> <li>Deliver fast global access to files from any location</li> <li>Improve security, data protection and DR</li> <li>Simplify management to free up IT time</li> </ul>	<ul style="list-style-type: none"> <li>A unified, infinitely scalable global file system delivering secure, fast access from any device or location</li> <li>Built-in data protection, including 15-min DR and instant file restore</li> <li>Simple, single-pane-of-glass storage management</li> <li>Significant long-term cost savings</li> </ul>



Through leading brands such as Denon, Marantz, HEOS and Boston Acoustics, D+M Group delivers innovative and high-quality sound solutions to customers across the globe. The company has expanded through acquisitions, which created many IT challenges. At one point, D+M had 62 offices with 62 different storage solutions. Over time, the IT group consolidated to three major data centers serving 30 different offices. While this approach, boosted by WAN acceleration, improved performance, it did not scale. The steady growth of unstructured data was driving up storage and backup costs, and the company was struggling to provide adequate data protection and access.



## Scale, Protection and Access with Simplified Management

The IT group at D+M had a very specific set of requirements once they began examining their alternatives. They wanted a cloud-based solution that would scale cost effectively, improve data protection and DR, extend fast access to users at all locations and reduce IT workloads. This last piece was critical. Only six IT professionals support the

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entire global user base at D+M Group, so they needed a platform that was as hands-off as possible. "We looked at all the other competitors out there and we found that Nasuni satisfied all of the requirements in a way that no one else did," says Tony Scrimenti, Director, Global Infrastructure and Vendor Management.

After pilot-testing three other solutions, the company rolled out Nasuni at one of its Japanese offices. To give themselves remote and mobile access to files, the engineers at this location had been relying on USB drives and other methods. As a result, files were often lost or deleted, and the engineers were forced to spend precious time trying to restore this data. IT tested the solution with this group first, and after the initial migration, Nasuni exceeded the team's requirements. "At the end of the day they wanted secure file storage they didn't have to think about," says D+M Group Global CIO Scott Strickland, "and we were able to provide that."

## The Nasuni Solution

With Nasuni, D+M Group now has one infinitely scalable solution for storing, protecting and accessing all of its unstructured data. On-site appliances cache active data locally, providing fast access to files for all users, but the master copy of all data is securely maintained in the cloud. Nasuni allowed D+M Group to leverage its previous investments in WAN acceleration technology, but now every user enjoys fast, secure access to files from any location or device.

D+M Group's files are automatically protected thanks to frequent, unlimited snapshots to the cloud. This approach eliminates the need for separate backup systems and enables fast DR. In the event of a disaster, the IT group does not want to waste time finding and loading tapes. They want to be able to get their systems up and running as quickly as possible, and Nasuni's built-in data protection and 15-minute DR capabilities have eased their concerns. Furthermore, the frequent, unlimited snapshots allow for simple self-restores, which has reduced the support burden for IT. With a right-click, end users can easily restore previous versions of lost or deleted files.

Overall, Nasuni has reduced IT's storage-related work, since D+M Group's global storage infrastructure has been unified into a single platform that is easy to manage. Through the Nasuni Management Console, IT can remotely manage storage and control access at any location through a single pane of glass. "I never have to get involved in storage at all," says Strickland. "It's a black box and it just works."

**"I have a global solution with best-in-class DR leveraging infrastructure I can trust. And it costs less."**

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Finally, Nasuni's data security has been an added benefit. Nasuni integrates with Active Directory, and unstructured data is encrypted before it leaves the company's premises and remains encrypted in the cloud. Only D+M Group holds the crypto keys needed to unlock that data, so neither the cloud provider nor Nasuni has access. By extending fast, secure access through its cloud-based global file system, Nasuni also eliminates the need for end users to resort to insecure methods such as USB drives. Nasuni delivers the access they need with the security IT demands.

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## Defending Against Ransomware

As a bonus, D+M Group has already defended against several ransomware attacks thanks to Nasuni's snapshot-based approach to data protection. In this kind of attack, made famous by the Cryptolocker trojan, hackers encrypt company files, then demand a payment to unlock that unstructured data. Since switching to Nasuni, D+M Group has been hit by ransomware on a few occasions, but they have not had to pay a ransom. They simply restore to previous versions of the infected files, before the attack took place. Given the frequency of the snapshots with Nasuni, minutes of work might have been lost, but no more. "We can restore whole trees of directories if necessary, and with ransomware that's often the case," says Scrimenti.

**"It reduces the workload for our IT group. It saves us time."**

– Tony Scrimenti, Director, Global Infrastructure and Vendor Management

## A Painless Transition

So far, the company has moved 45 TB to Nasuni and is continuing to grow, in part because of the cost savings. "The more we use, the more money we save," says Scrimenti. In addition to the IT benefits, end users have found the transition to be seamless. In fact, most of them did not even know they had been moved to a new system. "People get a little nervous when we tell them it's cloud," Scrimenti admits. "Then we tell them they've been on it for the last six months and they say, 'Oh, we have?'"