



*Case Study UTSCH:*

## Erich Utsch AG relies on Rubrik and DTS Systems as partner

Erich Utsch AG (UTSCH) is one of the world's leading companies for license plate technology and vehicle registration systems. The company produces millions of license plates annually for customers in Germany and around the world. UTSCH was founded in 1961 and employs more than 1,500 people worldwide. With its subsidiaries and joint ventures, Erich Utsch AG is present in more than 130 countries on five continents.

One of UTSCH's main goals was to modernize its IT infrastructure. „We see IT as a real business enabler,“ says Dominic Höffgen, CFO. „Since IT is the backbone of the company, our infrastructure be efficient, highly available and secure.“

„Our business is data-intensive and security-relevant. Therefore, backups are essential for us,“ says Jörg Voosen, IT Systems Team Leader. „We want to position ourselves as future-oriented and leaders in our industry. As an innovative company, we are proud ourselves on identifying and implementing so-called next generation technologies early on, which are designed for simplicity and speed. Rubrik fits perfectly into this concept, as this leading data management solution allows us to build tomorrow's infrastructure today.“

*„Rubrik is next-generation data management generation. The solution is worth its weight in gold.“*

*„With DTS Systeme, we have found a partner that offers lean solutions as well as innovative technologies. It is fun to to work together with DTS.“*

Jörg Voosen, Team Leader IT-Systeme, Erich Utsch AG

## UTSCH

**BRANCH:**

Manufacturing

**THE CHALLENGE:**

- Long recovery times
- Time-consuming manual management
- Lack of innovation with tape-based Legacy Solution

**THE SOLUTION:**

- Instant recovery
- Automation through SLA policies for Management without manual intervention

**RESULTS:**

- RTOs almost zero
- Significant time saving
- Modern and optimized data management

**PARTNER:**

DTS Systeme GmbH

## High performance and time savings through rubrik

Before Rubrik, UTSCH relied on tape archives for backup. „Our outdated solution meant long restore times for us. On top of that, our team was spending a lot of time managing backups,” Voosen said. „We knew our previous solution couldn't keep up with the pace of our business and fell far short of our standards for high-performance IT.“

UTSCH was looking for a system that would future-proof the infrastructure and efficiently support the virtualized environment. With Rubrik, DTS Systeme GmbH, as a close partner of UTSCH, was finally able to recommend the ideal solution and thus win the first project for the backup platform throughout Germany.

For more than 35 years, DTS Systeme, an IT service provider headquartered in Herford, Germany, has been an innovative and strategic partner in the areas of data centers, technologies and IT security. Characteristic is the and the customer-specific combination of on-site infrastructure, managed services, hybrid scenarios, and services, hybrid scenarios, cloud solutions and IT security. „With the question „Who is ahead of us in IT in Germany?“ we went in search of a new partner and found it with DTS. We wanted a company that understood us, supported our IT as well as protected our products,” describes Voosen.

DTS Systeme, Rubrik's channel partner, was able to convince UTSCH of the great advantages of the solution within a very short time. Dominik Hempel, Enterprise Account Manager at DTS, raised the question „What did backup look like in the past?“ and used Rubrik to illustrate „What is possible today?“. Moreover, only little time passed from the first appointment to the commissioning. DTS was able to deliver all requirements with Rubrik in a single appliance, winning over the specialists at UTSCH. At the same time, DTS provides a pioneering solution approach for a future cloud strategy. With the additional cloud-out, there is the possibility to outsource the data flexibly and scalably to one of the German, ISO-certified DTS data centers.

„Rubrik offers a comprehensive all-in-one solution that will future-proof our infrastructure for years to come. The data backup is characterized by simple operation and high performance, which means that the solution pays for itself again quickly,” says Voosen.

### Other advantages include:

- **Instant recovery:** „With Rubrik, restoring files takes only 30 seconds. The effort is significantly less than with our previous solution. Since IT supports our business, it's critical that we can recover very quickly and keep operations running smoothly.“
- **Significant time savings through policy-based management:** „Managing our backups used to be very time-consuming. With Rubrik's automated policy engine, all we have to do is set SLAs and Rubrik takes care of the rest. Now we don't have to worry about backups, which frees up our IT team to focus on other projects and tasks.“
- **Accelerated compliance processes:** „Our IT policies provide a strict framework for the implementation, maintenance and monitoring of our IT assets. Among other things, our backups must be tested regularly. Rubrik's Live Mount feature allows us to perform and document these tests within seconds.“
- **Plug-and-play setup:** „Rubrik was up and running quickly. The entire virtual environment was automatically detected and we were impressed with how easy it was to deploy.“
- **First class support:** „Rubrik's support team is excellent to work with. It responds in a very short time and has always been helpful when there have been problems.“

„With Rubrik, we have a solid component that can continuously grow and expand together with UTSCH in the future,” Voosen said.