



Customer Case Study

# Digitizing Backup with Azure



SPAL USA



Founded in 1959 in Italy, SPAL has been designing, producing and marketing high-performance axial fans and centrifugal blowers for over 30 years. They have sales and distribution locations in seven countries along with sales offices in three others.

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## Highlights

### Challenges

- Costly, outdated backup hardware.
- Need for flexible, scalable solution.
- Shift to predictable monthly costs.

# Challenges

## Replace costly hardware-based backup solution

Data is the essence of most organizations, including SPAL. Ensuring their critical data assets are backed up and retrievable is of utmost importance.

As their existing hardware-based backup solution neared the point of an upgrade/refresh, SPAL decided to look for a more flexible, cost-effective and secure method to ensure backups are created and viable.

**“The practice of maintaining and updating our hardware-based backup solution became extremely cost-prohibitive. We needed to evaluate alternative solutions, including cloud-based, to replace this particular capital expenditure with a fixed, predictable monthly operational cost solution,”** said Steve Fontanini, IT Director at SPAL.

SPAL had already been working with US Signal® IT Solutions for over 15 years for different types of IT support. When SPAL realized it was time to reevaluate their backup options, partnering with US Signal was a no brainer.



# Solutions

## Solution

- Cloud backup via Azure with local repository.
- US Signal leveraged Microsoft expertise for deployment and testing.

## Results

- A flexible and scalable backup solution that will meet their needs today and in the future.
- Reduced IT spend, as they no longer had to invest capital in refreshing their backup infrastructure.
- Long-term data retention and easy data restoration.

The US Signal solution consisted of a cloud-based backup and recovery service powered by Azure backup and a local repository for their diverse workloads. As a Microsoft Cloud Solution Provider, US Signal was well positioned to help SPAL architect, deploy and test their backup solution on Azure.

# Results

By partnering with US Signal and leveraging Azure backup, SPAL was able to take advantage of the following benefits:

- A flexible and scalable backup solution that will meet their needs today and in the future.
- Reduced IT spend, as they no longer had to invest capital in refreshing their backup infrastructure.
- Long-term data retention and easy data restoration.

**“Compared with our previous backup solution, our Azure backup solution costs significantly less to run, and we don’t need to provision extra storage to meet future requirements,” Fontanini said. “That ultimately means we’ll be able to expand our business and provide our customers with better service.”**





# Digital Infrastructure Solutions Built for Your Business



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