



SUCCESS STORY
IT Solutions



NEXON | PROBLEM SOLVED

Nexon Asia Pacific (Nexon) chose NetApp® AltaVault™ cloud-integrated storage with NetApp StorageGRID® Webscale to build the flexible and reliable Backup as a Service offering.

Nexon Offers Customers Choice and Reliability in the Cloud

When customers outsource to Nexon, their expectations for reliability and performance automatically increase. As one of Australia's leading managed services providers, Nexon provides holistic IT solutions that help customers manage risk and empower their businesses. Nexon's innovative Backup as a Service offering uses NetApp AltaVault and StorageGRID Webscale, enabling customers to affordably back up data to multiple sites and quickly restore if a disaster occurs.

Data reduction means
lower costs for customers.

10:1

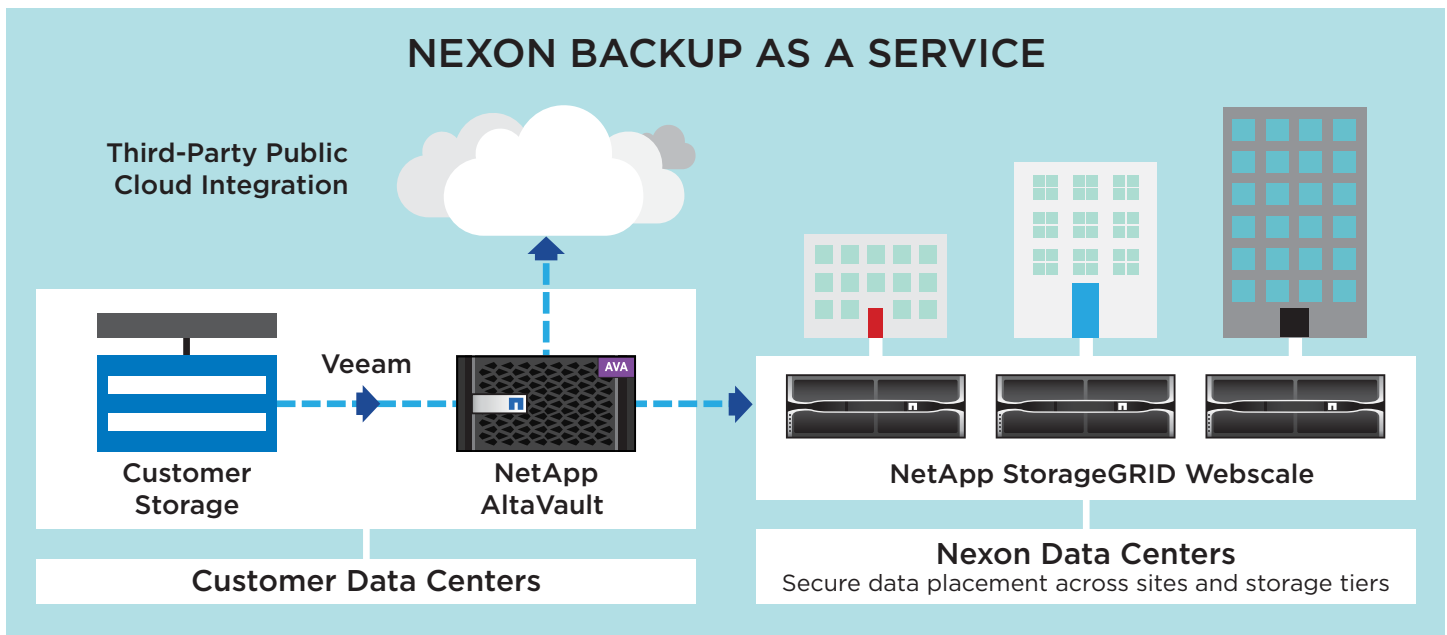
Cloud platform
performance increase.

300%

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 **NetApp®**

NEXON BACKUP AS A SERVICE



Since its founding in 2000, Nexon has grown exponentially to become one of Australia's leading IT solution providers. Customers of all sizes trust Nexon to provide flexible, reliable solutions to fit any budget. For many customers, Nexon is more than an IT provider—it's an extension of their company.

"Customers are looking for a partner that's going to take on a lot of risk and accept full responsibility," explains Justin Bailey, Business Lead for Cloud Infrastructure at Nexon. "Reliability is key to our survival. We do a lot of problem solving to help customers eliminate risk."

As a holistic IT solutions provider, Nexon is constantly seeking new ways to address customers' challenges and to deliver value. With its Backup as a Service offering,

Nexon can now help customers mitigate risk and lower costs with reliable backup as a service for a predictable monthly fee.

GOODBYE, TAPE. HELLO, CLOUD.

AltaVault cloud-integrated storage and StorageGRID Webscale object storage form the foundation of the Nexon Backup as a Service offering. By using Veeam replication software, client data is backed up to an AltaVault appliance, where it is deduplicated, compressed, and encrypted before being written to StorageGRID Webscale and replicated across multiple Nexon data centers.

With StorageGRID, Nexon can provide secure and reliable object storage-based solutions to its customers. Clients who want to


keep data copies on site can opt to deploy an on-premises AltaVault appliance and replicate their data to Nexon's StorageGRID Webscale backup targets. [Nexon also leverages AltaVault integration with third-party public clouds to help customers further reduce risk by placing data in multiple clouds.](#) [🐦](#)

"AltaVault with StorageGRID was a no-brainer for us. It made perfect sense to put it in our environment and offer it as a service to our clients. The efficiencies are outstanding," says Bailey. "With AltaVault, we can give our clients a choice about where they want to store their backups—without relying on tape."

The extreme efficiency of AltaVault enables Nexon to offer industry-leading backup for a low, fixed cost.

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Justin Bailey
Business Lead—Cloud Infrastructure, Nexon

With AltaVault inline deduplication and compression, Nexon has achieved a 10:1 data reduction ratio—a capacity savings of 90%.  As data volumes increase, the savings compound, and Nexon can pass those savings on to its customers.

“AltaVault compression and deduplication ratios really help our customers. They give us value-added services that some of our competitors aren’t able to provide,” adds Bailey.

MOVING TOWARD AN ALL-FLASH FUTURE

With the integration of NetApp All Flash FAS into its award-winning

FlexPod® based Agile Business Cloud, Nexon is strengthening its partnership with NetApp and moving toward an all-flash future. The results were immediate. With All Flash FAS, Nexon increased performance of its cloud platform by 300%. The company also plans to use its StorageGRID Webscale solution to expand its offerings to provide more object storage services.

“We couldn’t run our services without NetApp. Today, the market is changing faster than ever,” says Bailey. “One of the things that we love about NetApp is how quickly they are evolving their technologies to keep pace in that environment.”

SOLUTION COMPONENTS

NETAPP PRODUCTS

NetApp AltaVault

NetApp StorageGRID Webscale

FlexPod Datacenter with All Flash FAS

NetApp FAS

THIRD-PARTY PRODUCTS

Veeam replication software

LEARN MORE

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