

TRC Companies, Inc. Engineers Effective Information Management with Druva Phoenix on AWS

With more than 120 offices in the U.S. and the U.K. along with steady growth through mergers and acquisitions, TRC Companies, Inc. has inherited an enormous volume of legacy data and systems. As such, backup, archiving and general information management have proven to be key pain points for the enterprise. When TRC finally needed a “one-screen” solution to coordinate data backup from multiple sources, they turned to Druva Phoenix, built on the powerful Amazon Web Services backbone, to help them make the transition. Here’s how they did it.

The M&A Challenge

The fundamental challenge for any company conducting a merger or acquisition is how to integrate two separate businesses into a single operation. In order to be successful, careful consideration must be given to the best approach for optimizing facilities, systems, data, and people. Will IT systems be compatible? If not, how will conflicts be resolved?

Until recently, TRC had struggled to integrate the proliferation of offices, many of which did not have dedicated IT staff on-site to ensure that mission-critical server data was being backed up in a timely or effective fashion. Geographically distributed sites used a variety of different, often incompatible tools—and as a result, data was being lost.

JP Saini, Chief Information Officer at TRC, admits that the company’s backup infrastructure consisted of everything from “tape drives to NAS appliances and backing up off-site to USB-based hard drives.” Without a single pane of glass to provide insight into the backup process, Saini was faced with a myriad of questions. “Where are we with our data? Are we backing it up and is it secure? Who owns what and how much of it?” And then, more importantly, “What is active data versus some of the data that’s not being used?”

To ensure that data was being backed up reliably and archived efficiently, the company needed to completely rethink its approach to data visibility, protection, and management.

TRC’S SUCCESS WITH DRUVA:

- Central visibility and management across 120 remote sites
- Dramatically improved backup workflows and controls for M&A
- Flexible, durable cloud storage, eliminating data loss
- Cloud-native off-site scalability and security
- Significant cost savings



What we were interested in was something that was truly born in the cloud and was optimized to handle the efficiencies of cloud... There’s a lot of effort [at Druva] going into keeping ahead of the curve, and that’s important.

- JP Saini, CIO
TRC Companies, Inc.



Druva Phoenix: Born in the Cloud, Built on AWS

As TRC began the search for a comprehensive answer to its data management challenges, the company made the crucial decision that a winning solution would need to leverage the cost efficiencies and flexibility of the public cloud. The company's rationale for this was simple: the system would need to not only handle their current operational needs, but also scale to meet future requirements. "We were interested in a solution that was truly born in the cloud and was optimized to handle the efficiencies of cloud as an infrastructure, to give us a single state of affairs to look at," Saini explains.

A major concern for TRC was that the new system be deployed and managed efficiently, with minimal impact on business continuity. According to Saini, "The lowest common denominator of our revenue is the billable hour. When you look at that along with how effectively we can bring them on and how do we keep them operational beyond the integration, that's important to us."

The Benefits of Working with Druva

Druva Phoenix combines the security and global reach of AWS with the unrivaled cost savings of global deduplication technology to offer companies a unified console for greater control over their mission-critical server data.

TRC is already reaping the benefits of this new system. "We can look at some of those data loss prevention scenarios and data integrity scenarios. We can look at some seasonality in a business and how data grows and shrinks over a period of time. So, absolutely, I think there was an 'aha' moment once we had about 40 terabytes in to say, 'Hey, there's a lot more we can do with this,'" Saini explains.

As for the experience of partnering with Druva, Saini shows complete confidence in his decision. At every step of the journey, he says, "Druva experts have been committed to ensuring that TRC's needs are paramount, asking questions such as, 'What can we do for you outside of what we're doing today?' and 'What can be done differently?'" Saini says. "We appreciate that."

TRC selected Druva Phoenix to handle backup and archival of its distributed server data due to the ability of Phoenix to meet the company's four key requirements:

- Cloud-native architecture, ensuring scalability to meet future needs
- Superior data storage flexibility, durability, and security
- A single pane of glass to allow for managing server data across remote sites
- Visibility into stored data to enable business research and analysis

ABOUT TRC COMPANIES, INC.

TRC Companies, Inc. is a national engineering, environmental consulting and construction management firm providing integrated services to the power, environmental, infrastructure, oil and gas markets. Learn more at www.trcsolutions.com.

ABOUT DRUVA

Druva is the leader in cloud data protection and information management, leveraging the public cloud to offer a single pane of glass to protect, preserve and discover information—dramatically increasing the availability and visibility of business-critical information, while reducing the risk, cost and complexity of managing and protecting it. Druva's award-winning solutions intelligently collect data, and unify backup, disaster recovery, archival and governance capabilities onto a single optimized data set. As the industry's fastest growing data protection provider, Druva is trusted by over 4,000 global organizations and protects over 25 PB of data. Learn more at www.druva.com and join the conversation at twitter.com/druvainc.

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