



An Endpoint Backup
solution can be more
than just Backups

**A Shriram Properties
Case Study**

How Shriram Properties leveraged an endpoint backup solution that could do so much more than just backups.

A case study of how a real estate organization ensured their endpoint data stays protected with a secure solution that provided them data privacy as well as a solid defence against ransomware and insider threats.

About Shriram Properties

Shriram Properties is part of the Shriram Group and is a leading residential real estate development Business in India. A leader in the mid-market premium housing, luxury housing, plotted developments, commercial, and office space categories, they employ well over a thousand employees spread across Southern India. These include their field workforce, employees working from their corporate offices, as well as a huge number working from home.

The Challenge

Shriram Properties was already using a backup solution from a leading data protection vendor. The setup was an on-premise model, which had several challenges that Shriram Properties eventually deemed insurmountable.

Backup Failures

With a huge portion of their workforce away from the office – either at construction sites or working from home due to the pandemic, backup of end-user data is a critical piece of the puzzle for Shriram Properties. Backups were important not just for data security, but as a business continuity mechanism during the COVID-19 lockdown and the work-from-home arrangement that resulted. They found several instances when backups were not complete and sometimes simply failed.

The reasons were several – backup media needing maintenance, human errors while handling the storage environment, network breaches, infrastructure failures, etc., but Shriram Properties was now convinced that to provide a seamless data backup/recovery service for their employees and to ensure enterprise-class protection against rising cyber-attack incidents, it was important to address these problems head-on.

Device-based, not user-based backups

Their existing endpoint data backup solution used a per-device licensing model. This was a concern for Shriram Properties because several of their employees regularly used more than one device for their daily business operations. The device-based model of licensing not only ended up inflating their expenses, it also hindered their tracking which was based on how protected each user's data was. Shriram Properties started looking for a solution that had a flexible, user-based licensing model that would work reliably.

High Storage Costs

On-premise backups also meant Shriram Properties was paying for backup storage. With an ever-increasing data footprint, this meant a higher and higher storage bill each year. They needed a space (and cost) optimized solution.



The Solution

Parablu worked with the team at Shriram Properties to understand the shortcomings of their existing backup solution and analyzed opportunities to optimize security, storage capacity, and other associated costs. Parablu's recommendation was to use [Bluvault for Endpoints](#) as a hosted SaaS offering with Parablu's [OneDrive for Business](#) connector.

This offered Shriram Properties the following solutions and benefits:

Backup to OneDrive for Business

With [BluVault for Endpoints](#), Shriram Properties now enabled policy-based automated backup to Microsoft [OneDrive for Business](#) rather than their local storage. BluVault's robust SaaS offering helped them eliminate the need for constant manual checks which could be faulty and error prone. Now, they were assured of a predictable, dependable process that ensured that the right files, folders, and drives were being backed up.

And the best part - Shriram Properties did not have to spend anything additional for backup storage because of Parablu's unique integration with Microsoft's OneDrive for Business.

Shriram Properties uses Microsoft's 365 offerings and Parablu enabled them to utilize the unused space in their end-user OneDrive allocations as a secure backup repository. This arrangement not only meant zero additional investment in storage, but it also came with enterprise-grade data security features.

They also found the solution nimble enough to fit right into their existing technology environment without any complexities and workarounds during implementation.

User-based Endpoint Data Backup

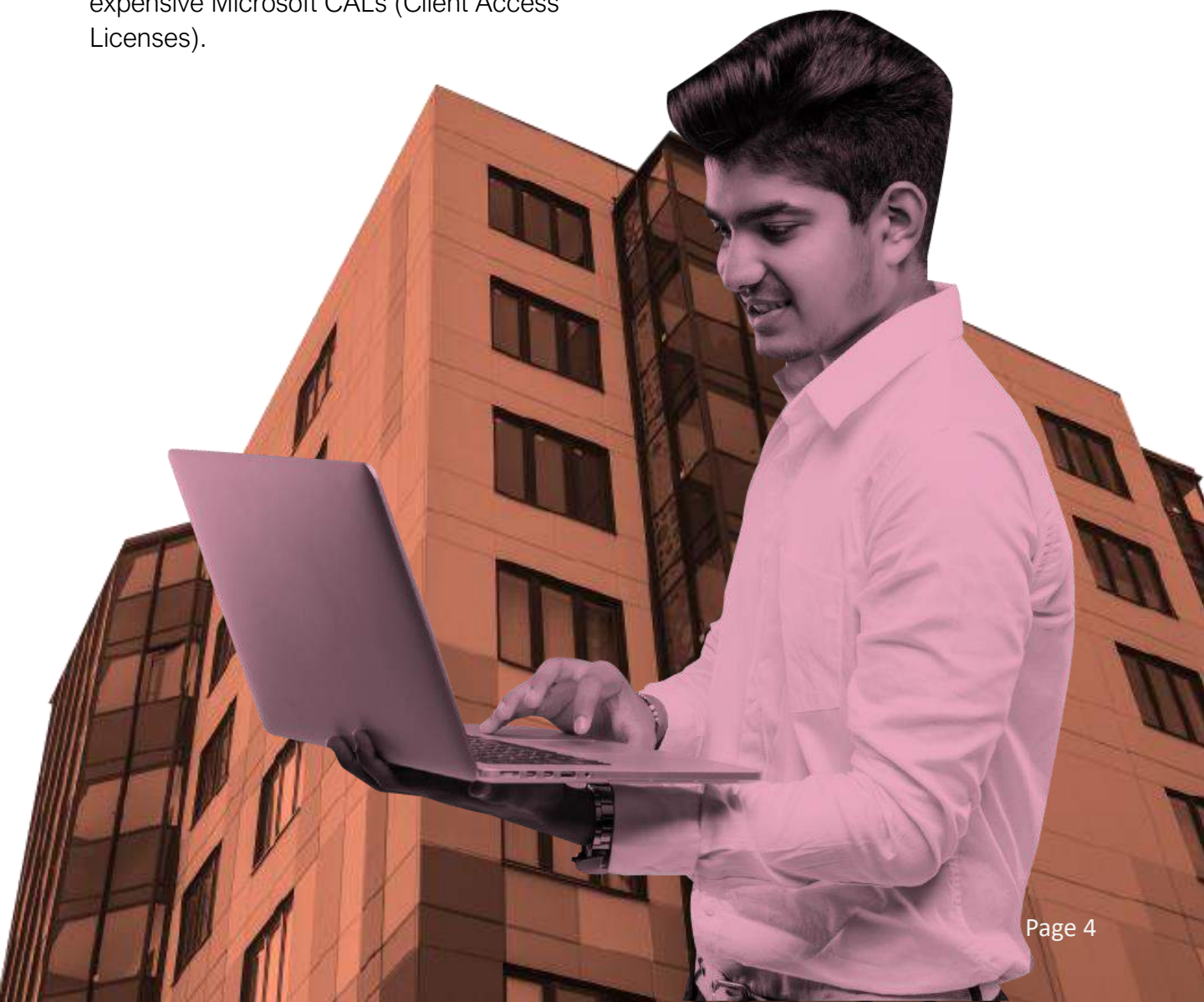
Parablu's per-user licensing model also assured Shriram Properties of an efficient data backup and recovery for all employees. Before implementing [BluVault](#), they had worried about the effort and cost required for ensuring all endpoints have a backup policy in place, but now each user could use one BluVault license to backup up to three different endpoints.

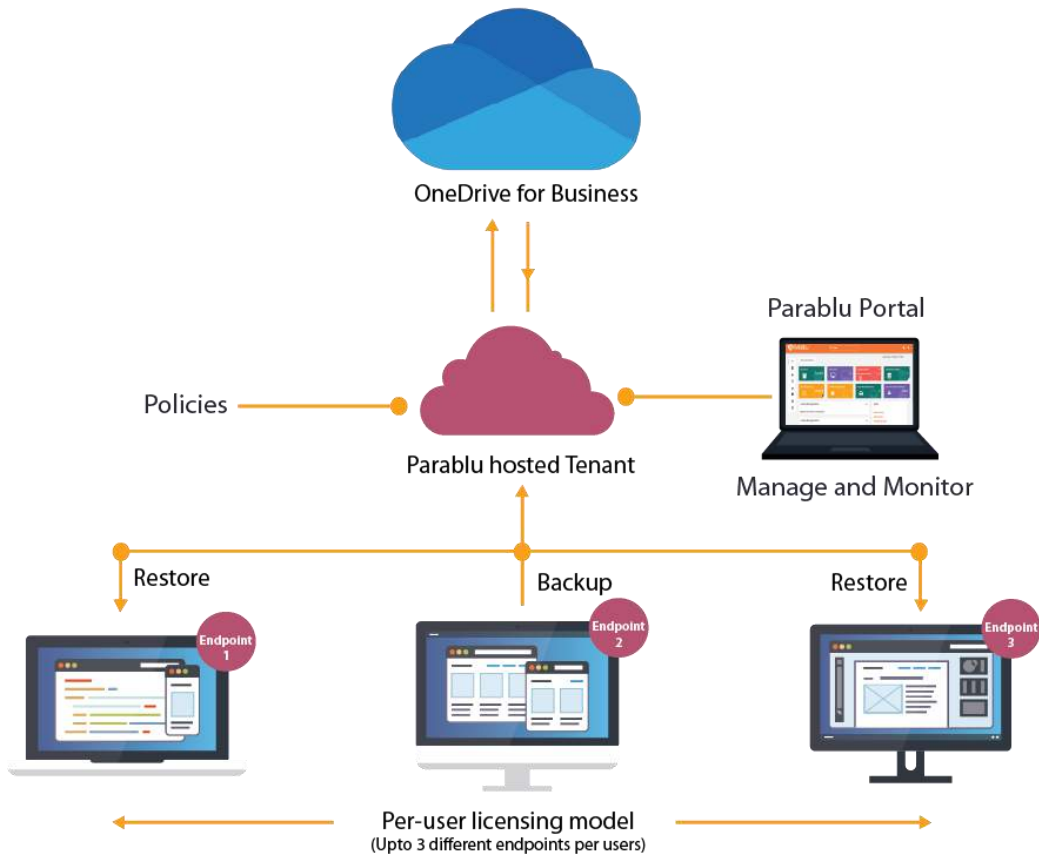
No Backup Storage Costs

With Parablu leveraging Shriram Properties' existing storage subscriptions for OneDrive for Business, there was no additional storage to pay for. Zero costs towards provisioning new cloud or on-premise storage to save all the endpoint backups.

Shriram Properties was also pleasantly surprised to discover other cost optimizing features with BluVault. The high-performance compression of data combined with de-duplication optimized network bandwidth usage significantly. Automated policy-based backups ensured that they were able to manage the solution with a minimum of support personnel. Also, unlike their previous backup solution, BluVault didn't require any spending on Windows Server licenses, SQL Server licenses, or expensive Microsoft CALs (Client Access Licenses).

Now, Shriram Properties is assured that their endpoint data is backed up from all identified endpoints with a solution that ensures business-critical data protection, scalability, regulatory compliance, and provides a robust defence against ransomware. All without increasing the data backup complexity and cost.





Testimonial

"In Parablu, we found the right solution for all our endpoint backup needs. The features are great, the implementation was smooth and the best thing – we did not have to spend on additional storage. Utilizing our Office 365 accounts for all our endpoint backups was something that we had not thought about. This has increased the ROI on our Office 365 subscriptions and BluVault as well!"

- Hariharan Subramanian
Vice President – IT & Technology, Shriram Properties



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