



SUCCESS STORY  
IT Services



#### DAMECON | PROBLEM SOLVED

Damecon implemented backup as a service built on NetApp® to store data in the cloud at low cost, with minimal impact.

# Damecon Takes Storage-Based Cloud Services to the Next Level

Damecon is a Dutch IT service provider with customers in nearly every vertical, including healthcare, legal, government, manufacturing, and banking. In these industries, downtime of any kind can be disastrous. Customers rely on Damecon to provide limitless scalability with total reliability. Damecon's backup-as-a-service offering uses NetApp E-Series products, AltaVault, and StorageGRID to enable performance at scale with enterprise-level resiliency.

**€0.05/GB**

for public cloud scalability  
with enterprise-grade  
security

**Protocol- and  
platform-  
independent**

file access and backup

✉ [NETAPP.COM/CONTACT](mailto:NETAPP.COM/CONTACT)

 **NetApp®**

“Damecon and NetApp are a great match, as well as a winning team. The all-in-one NetApp SnapCenter software and the AltaVault solution are rock solid. It simply works.”

Jory van Dam  
Technical Director, Damecon

Headquartered in the Dutch city of Capelle aan den IJssel, Damecon is an all-round, technologically skilled service provider. Damecon's core values are professional unbundling, transparency in cost and technology, and customer experience. Founded by Jory van Dam in 2009, Damecon has a fully automated data center serving a vast array of customers. Its data center infrastructure is exceptionally flexible and scalable, and it is capable of handling peak customer growth. Damecon takes a hybrid approach in delivering its fully operational managed services. The company understands that customers often want to keep certain workloads on their premises. Its data center is largely VMware based, and it boasts a Microsoft CSP tier 1 title.

With a staff of 15 to 20, the organization's verticals include, among others, hospitals, insurance firms and banking, manufacturing, education, and local and regional government.

### THE CHALLENGE

Damecon was looking for new ways to remain competitive and improve scalability. It had seen steep growth in its customer base and

wanted to be able to offer a unified backup solution to handle all of its customers' needs. Furthermore, the company wanted to gain more insight (fingerprinting) for data tiering and workload placement.

### THE SOLUTION

To fill its needs, Damecon implemented backup as a service based on NetApp E-Series with SANtricity® management software. Together with NetApp AltaVault and StorageGRID, this resulted in a unified backup solution for bridging non NetApp systems.

### THE BUSINESS BENEFITS

NetApp AltaVault storage offers many advantages, including automation, data optimization (by means of deduplication, compression, and encryption), and cost efficiency. With the AltaVault solution, data is processed at a consistent, predictable speed. Backups are made nondisruptively; the customer doesn't experience any downtime.

With their current setup, Damecon can give the customer full flexibility in their preferred backup methodology. With backup as a service, the customer has full

## BUSINESS BENEFITS

- Customers can back up data cost effectively and with minimal impact
- Exceptional scalability supports vast customer growth
- Operations are simplified by consolidating backup formats
- Data is hosted in Equinix data centers in the Netherlands
- Higher SLAs for much lower costs
- Object-based storage (S3) is compatible with big data analysis

flexibility and efficiency in workload portability between tiers, depending on performance, capacity, data retention, and cost needs.

Depending on the customer's preference, data can be off-loaded to Damecon's StorageGRID solution or placed in a hyperscaler environment for long-term archival storage.

Rob Christ, commercial director at Damecon, says, "[NetApp AltaVault offers a great competitive edge in serving customers who cannot or prefer not to \[use NetApp\] for technical or strategic reasons. With AltaVault, we can consolidate many different backup appliances into one unified, simplified solution. All data will now be written in one format.](#)" 

With shrinking budgets, more and more organizations are looking to outsource and automate technical management, while keeping operational management in house. Yet they hesitate to move fully to the public cloud. They still prefer to keep certain workloads and data in house, which makes hybrid cloud a great solution.

AltaVault is a unified and powerful file-based solution for bridging the gap between systems to serve the widest array of customers. AltaVault

can be deployed in the cloud, on premises, or as an appliance. The solution is compatible with any customer hardware and has minimal impact on the customer's operations.

The NetApp AltaVault and StorageGRID solution completes Damecon's Data Fabric portfolio, including support for NetApp SnapMirror® and SnapVault® software. The secure S3 platform eliminates the need for any other backup solution by enabling customers to write data directly from their production tier through NetApp AltaVault onto an S3 bucket, at a predictable low cost of €0.05/GB. In addition, data is hosted at two Equinix data centers in the Netherlands, and it can be retrieved within agreed SLAs.

Jory van Dam, technical director at Damecon, concluded, "NetApp SANtricity software will offer

many advantages if deployed as a platform, with the client staying in control of data and workloads at all times. Damecon and NetApp are a great match, as well as a winning team. [The all-in-one NetApp SnapCenter® software and the AltaVault solution are rock solid. It simply works.](#)" 

## SOLUTION COMPONENTS

### NETAPP PRODUCTS

AltaVault for backup workloads

E-Series products

SANtricity

SnapCenter

SnapMirror

SnapVault

StorageGRID (S3)

[LEARN MORE](#)

[www.netapp.com/us/media/ds-3661.pdf](http://www.netapp.com/us/media/ds-3661.pdf)

 [NETAPP.COM/CONTACT](mailto:NETAPP.COM/CONTACT)

+1 877 263 8277



Leading organizations worldwide count on NetApp for software, systems and services to manage and store their data. Customers value our teamwork, expertise and passion for helping them succeed now and into the future. To learn more, visit [www.netapp.com](http://www.netapp.com).

© 2017 NetApp, Inc. All Rights Reserved. NETAPP, the NETAPP logo, and the marks listed at <http://www.netapp.com/TM> are trademarks of NetApp, Inc. Other company and product names may be trademarks of their respective owners. CSS-6971-0417