



ROBINS & MORTON

"Being able to get our unstructured data down to manageable file sizes has been a great help to our department. Already now, the achieved storage savings allowed us to postpone the purchases for additional file storage."

Ryan J. Cerwick
Network Administrator,
Robins & Morton

Key Highlights

ORGANISATION:

Robins & Morton, approx. 800 employees

INDUSTRY:

Contracting Services

CHALLENGES:

- Continuously growing data volume of unstructured data (Office and image files)
- Rising administration for increasing storage volume
- Rising storage costs

SOLUTION:

FILEminimizer Server

ACHIEVED RESULTS:

- High data reduction of unstructured files
- Significant savings in existing storage
- Postponement of purchases of new storage
- Significant reduction of backup time

Unstructured data reduction postpones new storage investments for Robins & Morton

Robins & Morton, a US top healthcare contractor faced high unstructured data growth. FILEminimizer Server offered the company a powerful way to reduce unstructured data volume centrally. After the deployment, Robins & Morton saw an immense data reduction of unstructured files leading to a significant delay of already planned storage purchases. As well, the company could significantly reduce the time to backup the unstructured data.

CUSTOMER PROFILE

Since 1946, Robins & Morton has grown from a modest construction operation into one of the top contractors in the United States with a portfolio of more than 900 successful healthcare, commercial, education and industrial projects. The firm was named the 2010 top healthcare contractor in the United States by Modern Healthcare magazine based on a project volume of over US \$1 billion and is currently ranked one of the top 25 medium-sized companies to work for in America.

CUSTOMER CHALLENGE: HIGH UNSTRUCTURED DATA GROWTH

As a national construction company with multiple division offices and project locations, Robins & Morton constantly opens new project and job sites where images and office documents are frequently created, shared and stored. When Ryan J. Cerwick, Network Administrator at Robins & Morton, did an analysis of what was causing the high data growth on the company's file servers, he discovered that the amount of unstructured Microsoft Office and image files were causing the high data growth.

THE SOLUTION: FILEMINIMIZER SERVER

Among the possible solutions in the market, Robins & Morton chose to implement FILEminimizer Server for its

ability to tackle exactly this problem of unstructured data volume as Ryan confirms: *"Many Office and image files were being saved at unnecessary resolutions and file sizes. The software's ability to tackle both of these areas of concern really jumped out at us when reviewing possible solutions."*

BUSINESS BENEFITS

After the optimization of its Office and image files stored on the primary storage, Robins & Morton gained back a very significant amount of that storage immediately. For Ryan, the immediate storage gain is not the only benefit: *"We continue to save more and more file storage space with FILEminimizer Server as we continue to produce and store more and more unstructured data. Already now, the achieved storage savings allowed us to postpone the purchases for additional file storage."* Thanks to the data reduction of unstructured data on its primary storage, Robins & Morton also experienced a significant reduction in backup volume and backup times. Moreover, the IT department around Ryan enjoyed the simplicity of the software and its flexibility: *"The ability to choose varying settings of optimization is a must. Also, being able to schedule optimization runs for non-peak hours is very helpful. Overall this is a solid product with very helpful support to back it up."*