



## CUSTOMER STORY

### EQUILAR

A Leading Provider of Executive Intelligence Solutions:  
Simplified Recovery Operations While Cutting DR Costs  
by up to 15x



## BACKGROUND

Equilar is the leading provider of executive intelligence solutions. The company's expertise in relationship intelligence drives state-of-the-art business development and CRM applications, board and executive recruitment, and compensation and governance strategies. Equilar integrates its extensive database of executive profiles with natural language processing and machine learning AI to enable real-time relationship analytics and targeted outreach for its global clients. Equilar's commitment to excellence has made it the go-to solution for over 1,000 companies, including 75% of the Fortune 500, top PE/VC firms and leading professional services entities. Equilar, founded in 2000, is frequently quoted by the Associated Press, Bloomberg, CNBC, The New York Times, The Wall Street Journal, and other major news organizations. Learn more at [www.equilar.com](http://www.equilar.com).



Consistently  
maintained  
24-hour RTO



Application  
resilience testing  
frequency monthly

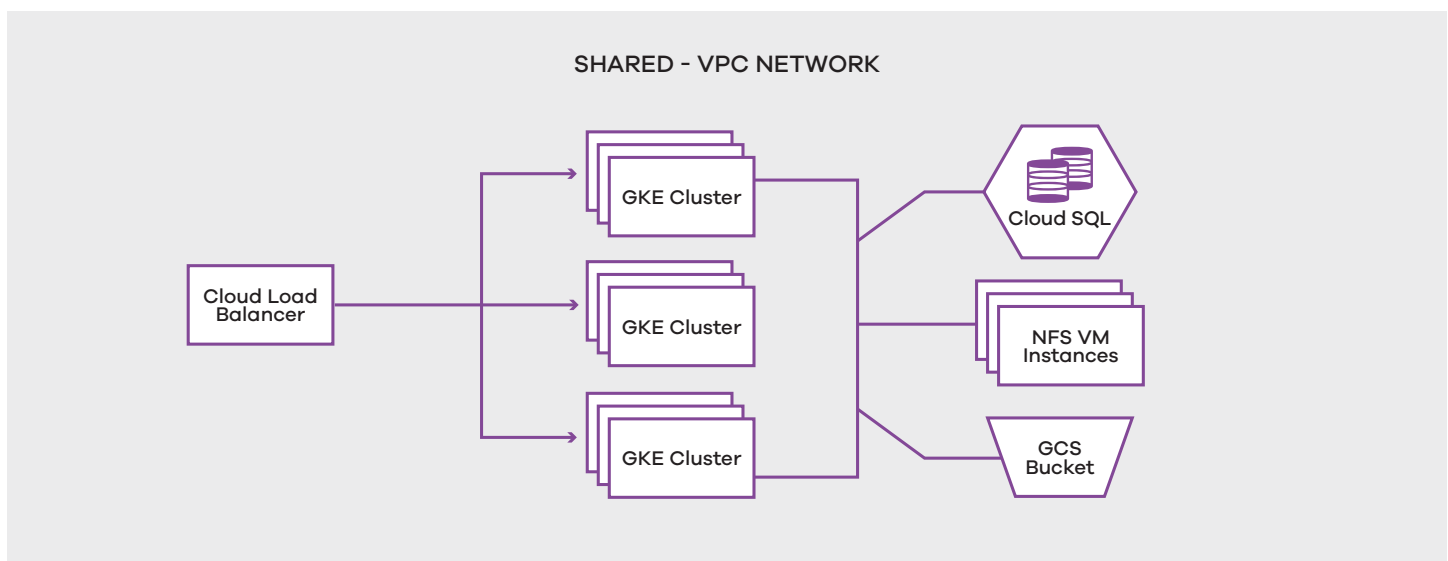
By eliminating the need for  
a hot site, lowered DR costs  
by 2x overall and up to

# 15x

## CHALLENGE

Equilar wanted to have a robust entire environment failover solution to maintain applications SLA promised to their customers. They were exploring multiple solutions and running trials with several Cloud DR products mainly driven by the widespread global alert on Ransomware attacks. The need to figure out a disaster recovery solution for DR readiness for their data intensive, business critical application with several cloud-native services, including GKE clusters, CloudSQL, Cloud DNS, Cloud Load Balancer, GCS buckets, and Google VM Instances functioning as a cluster of NFS servers. The application has several DevOps pipelines changing the infrastructure very frequently.

The shared VPC network design based on Google Cloud's Architect Framework allows sharing of multiple project resources, which adds to the DR complexity. Unlike their data center strategy, they did not want to pay for additional cloud fees for standby regions, which may cost twice as much as their production and all the related operational maintenance costs. In-house scripting for backup and DR is very risky because SRE teams will not be able to match all the critical functionality of existing cloud-native robust solutions. More importantly, keeping up with GCP changes is hard to ensure recovery is seamless when badly needed.





Commvault Cloud Rewind has a unique solution providing protection of both container environments running stateless applications in the GKE cluster and stateful data spread across GCS Bucket, Cloud SQL and NFS servers. This is really a concrete DR solution to rely on and help reduce multiple days on manual effort.

IS Manager  
Equilar

## SOLUTION

Equilar faced DR challenges from several angles: the setup is distributed in a shared VPC, the stateless components of the application run in a GKE cluster, and stateful data is spread and maintained in VM Instances (NFS), CloudSQL, and the system is tightly integrated and uses Cloud DNS for internal communication, to name a few. Furthermore, to strengthen security, the GKE cluster nodes are not static; they are erased and recreated on a regular basis.

Commvault Cloud Rewind has a unique feature as a complete Application centric DR solution in that it can configure protection of all namespaces in the GKE cluster, as well as CloudSQL, and maintain the same point in time data and configuration, which can be used to recreate/recover the entire Application environment, including data, in the same region or in a different region. Cloud Rewind adds a unique feature to handle the shared VPC environment and thus has introduced extra recovery options because this environment is spread across various projects still using the same shared VPC.

Recovery options for shared VPCs include recovering within the same shared VPC to the same or different region and recovering to a different pre-created shared VPC to the same or different region. Furthermore, Cloud Rewind can help you migrate your resources from a project specific VPC to a shared VPC (as Google Cloud recommends) and vice versa.

Equilar was able to implement an App-Resilient DR solution for their complex and modern cloud native application environment thanks to Commvault Cloud Rewind. They also saved a lot of engineering time, which otherwise would be a 6-month DR project involving time from upper management to Cloud administrator to Enterprise Architect to Network Architect by letting them do what they do while Cloud Rewind automatically discovered and protected the environment's data and configuration changes, providing a single click solution for what was practically impossible to achieve manually, and thus saving 360 times cloud engineering cost. Considering how long it would take to recover a system like this utilizing several backup solutions and with numerous teams sitting together in a DR circumstance or on a DR drill. Cloud Rewind comes in handy by maintaining the RTO and RPO by one hour, which can be reduced to 15 minutes depending on the necessity.

## ABOUT COMMVAULT

Commvault (NASDAQ: CVLT) is the gold standard in cyber resilience, helping more than 100,000 organizations keep data safe and businesses resilient and moving forward. Today, Commvault offers the only cyber resilience platform that combines the best data security and rapid recovery at enterprise scale across any workload, anywhere—at the lowest TCO.

To learn more, visit [commvault.com](https://commvault.com)