

Case Study

Global Prestige Retailer Secures Data & Cuts Backup Time with HighPoint & Cohesity

A leading global fashion retailer, with 29,000 employees and operations in 40+ countries, needed a modern, cost-effective data storage solution to reduce risk, improve backup efficiency, and ensure compliance — all ahead of a critical renewal deadline.



Challenges

The retailer faced pressing issues:

- Imminent renewal of an outdated backup system
- Backup speeds too slow for growing data volumes
- Duplicated data driving up costs
- Lack of compliance standards and integration with existing systems
- Rising risk of data loss and malware attacks

Solution

HighPoint collaborated with the client to design a Cohesity-powered storage solution that delivered speed, security, and cost savings. Key steps included:

- Running 25+ sizing exercises to identify duplicate data and right-size the solution
- Delivering a converged system integrated with the client's Cisco data center
- Providing enterprise-grade malware protection and automated management tools
- Aligning the solution to seasonal retail demand and OpEx budget requirements
- Ensuring readiness ahead of the existing system's renewal date

Key Achievements



50% faster backup times



Cohesity advanced storage deployed across 40+ countries



Full integration with Cisco data center



Transparent cost forecasting and OpEx-friendly financing



Enhanced resilience with hybrid cloud capabilities

Impact

The implementation of Cohesity delivered:

- Backup times reduced by 50%
- Enterprise-grade malware protection
- Rationalized data storage and cost savings
- Ability to meet strict RPO and RTO objectives
- Flexible hybrid-cloud storage for seasonal peaks

“Embracing a new storage solution is a challenging job. But it's also a chance to transform your capabilities. ... With HighPoint's expertise and Cohesity's technology, we gained a converged solution that is faster, more secure, easier to manage, and more cost-effective — setting us up for the future.”