

TITAN MACHINERY

Titan Machinery Chooses SaaS Data Protection to Match Rapid Growth and Cloud-First Strategy

150%

Growth in employees over five years

90+

Day old data can still be restored with Druva, unlike Microsoft 365

100%

Of Microsoft 365 data protected and recoverable 24x7

About Titan Machinery

With nearly 40 years of experience, the Titan Machinery Inc. group from the United States of America owns and manages a worldwide equipment and services distribution network in the agricultural and construction industries. Titan Machinery is the largest distributor of agricultural and construction machinery in the U.S. and one of the largest importers and distributors of such equipment worldwide with over 100 dealerships. Titan Machinery's main partner is CNH Industrial, which includes famous brands such as Case IH, Case Construction, Iveco, New Holland Agriculture, and New Holland Construction. Titan Machinery is also the world's largest distributor of CNH Industrial products.

The challenge

Roman Badevic, the Global IT Architect Lead responsible for designing and managing the global IT infrastructure, started at Titan Machinery in 2017. At that time, Titan was challenged by multiple standalone on-premise IT landscapes with the goal to move everything into one global landscape, which should be located in the cloud. As the team began to move in that direction, it became very clear that an additional data protection layer for Microsoft 365 would be necessary to reduce risk and back up business-critical data. Badevic knew that relying on Microsoft's native capabilities was less than ideal to ensure data security for Titan.



Challenges

- No data protection for Microsoft 365 data, making it susceptible to ransomware and causing delays in recovery time
- M&A activity caused 150% company growth within 5 years
- Lean IT team did not have the cycles to manage and provision hardware and software

Solution

- The Druva Data Resiliency Cloud ensures Microsoft 365 data is protected and recoverable 24x7
- SaaS-based data protection matches Titan's 100% cloud environment
- Druva provides confidence in recovery capabilities compared to other vendors considered, Barracuda and SkyKick

Results

- Complete protection 24x7 of business-critical Microsoft 365 data
- Virtually no impact to IT team to administer or maintain the Druva Data Resiliency Cloud
- Reduced risk of data loss including fast restores when needed

Given Titan's other strategic IT initiatives, Badevic knew they wouldn't want to dedicate resources to managing a data protection solution. Prior experience with data protection solutions led Badevic and team to look for a SaaS-based solution to avoid managing and provisioning hardware and software.

Finally, Titan Machinery experienced massive growth in its Europe offices over the last five years, largely due to M&A activity. The company grew 150%, going from 300 to 750 employees, only furthering their need to ensure their critical data is protected.

The solution

With Titan's cloud-first initiative underway, Badevic knew this was the ideal time to evaluate data protection solutions to safeguard the company's Microsoft 365 data. Having evaluated and used a handful of solutions at previous companies, Badevic had a shortlist of vendors to check out.

Three solutions made the shortlist: Barracuda, SkyKick, and the Druva Data Resiliency Cloud. Barracuda's email-based backup solution was not cloud-native back then and had severe limitations on what it protected within the suite of Microsoft applications. SkyKick's solution was cloud-native, but it also had limitations on what could be protected within Microsoft 365.

Lastly, the team at Titan looked at the Druva Data Resiliency Cloud. Badevic summed up the search this way: "We searched for a backup solution that could cover our needs to ensure our data security. Druva was one of the candidates we reviewed, and in the end, the simplicity of the product took us in."

As Badevic expected, Druva checked the exact boxes Titan needed to fill. Druva SaaS-based data protection provides scalability, simplicity, and savings on costs and time — a major win as the Titan team was adding a new line item to the budget.

The results

Titan went from having no data backup at all to protecting all its business-critical Microsoft 365 data with the Druva Data Resiliency Cloud. The addition of data backup hasn't impacted Badevic's small team; in fact, no one is dedicated to administering Druva as a full-time job. There's not much time dedicated to maintenance either. Badevic explained that with Druva "We do not have any kind of maintenance. Everything is automated. If there's an error, Druva always fixes itself. This makes us feel extremely prepared should we need to recover from ransomware."

After using the Druva Data Resiliency Cloud at Titan, Badevic is confident in his decision to choose Druva again, saying "It does exactly what we need it to do. And the greatest value is, my team and I don't have to worry about it."

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