

Modernizing backup to better protect key customer information

Savills chose Dell Technologies to implement a next-generation data protection solution for its leading real estate business.



Business needs

Faced with new audit and reporting requirements, Savills Australia deployed Dell Technologies solutions, including the innovative Dell PowerProtect Data Manager, to provide its database administrators with more control, improve efficiency and dramatically reduce costs while safeguarding vital customer information.

Business results

- Simplifies compliance and meets demanding audit reporting requirements.
- Delivers dramatic cost savings compared to previous BaaS solution.
- Provides a next-generation data protection, management and recovery environment Savills can grow with over time.
- Gives database administrators more direct hands-on control without them having to submit a support request or service ticket.
- Ensures that data owners better understand the actual costs to host and back up data to decide what's most critical.

Customer profile



Real Estate | Australia and New Zealand



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Luke Jarden

IT Infrastructure Manager,
Savills Australia and New Zealand

Solutions at a glance

- [Dell PowerProtect Data Manager](#)
- [Dell Data Protection Suite – Avamar](#)
- [Dell PowerProtect DP series appliances](#)



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IT Infrastructure Manager, Savills Australia and New Zealand

Savills is one of the world’s leading property agencies, offering a wide range of real estate services — from buying and selling to asset and property management — through 600 offices around the globe.

Savills handles sensitive data about customers, properties and financial information that must be protected. Faced with aging hardware and a costly Backup-as-a-Service (BaaS) solution, Savills Australia selected Dell PowerProtect Data Manager running on a hybrid cloud as part of an ongoing digital transformation.

“The cloud journey is inevitable for all businesses,” says Luke Jarden, IT infrastructure manager for Savills Australia and New Zealand. “If you don’t modernize your backup and other IT environments, you will be left behind.”

Providing more control

Savills Australia relies on PowerProtect Data Manager and Dell PowerProtect DP series appliances to meet demanding audit reporting requirements and give the company’s database administrators more hands-on control.

“We had some new requirements from our auditors for granular database backup reports, which our previous BaaS solution couldn’t accommodate,” Jarden explains. “PowerProtect Data Manager gives our SQL database administrators direct access to whatever they need. This includes handling database backups from our SQL servers and also SQL restores. No more asking the infrastructure team to complete these tasks whenever they’re free.”

PowerProtect Data Manager is a next-generation solution that improves the protection, management and recovery of data in on-premises, virtualized and cloud environments, providing Savills a platform to grow with. The company’s data owners also gain a better understanding of the actual costs to host and back up data to help them decide what’s critical and what’s archivable or redundant.

Savills and the Dell Technologies team worked closely together in implementing the solution. “We upgraded to PowerProtect Data Manager during these challenging times with zero downtime, and everything remained business as usual,” remarks Jarden. “Thanks to the robustness of the modern DP series appliances, I no longer struggle with sleep or stress.”



Allows **recovery of most of Savills’ application servers** in 10–20 minutes.



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Reducing costs and improving efficiency

Savills also relies on Avamar — part of the Dell Data Protection Suite — to protect almost three petabytes of additional data in its virtualized environment.

“By running jobs simultaneously on two PowerProtect DP4400 appliances with Avamar, we’ve dramatically reduced our backup times and maximized the cost savings,” remarks Jarden. “We can recover most of our application servers in as little as 10–20 minutes rather than hours.”

He continues, “With the Data Protection Suite, the compelling cost savings and a 60:1 deduplication ratio made it a no-brainer for our backup and recovery.”

Looking ahead

Next for Savills is strengthening its protection against ransomware and other threats. “Cybersecurity will be our focus in 2022,” concludes Jarden. “We’ll be looking to Dell Technologies for help with sophisticated solutions.”

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