

Silent Cubes Success Story

Project: KESO AG

Solution: DocuWare

Partner: Eurebis

“We are very pleased with both the system as well as the support provided by FAST LTA and Eurebis, and we will definitely not hesitate to recommend Silent Cubes to others.”

Markus Tschumper, CIO, KESO

KESO AG “plays it safe” and entrusts its long-term data archiving to Silent Cubes from FAST LTA



Swiss security experts now archiving sensitive permanent data using revision-safe, disk-based storage cubes

Since 1963, KESO AG has epitomized model Swiss thoroughness in the development and engineering of security systems. With subsidiaries in Germany and Italy, the company’s 320 European employees are specialized in locking systems and technology as well as emergency and escape route systems. KESO is part of the international ASSA ABLOY Group, the world leader in this market segment with its 150 subsidiary companies in more than 40 countries, annual sales near 4.2 billion Euro, approximately 30,000 employees, and a market share of more than ten percent.

Hard disks: The storage medium of choice

Up until October 2009, KESO used a jukebox for the business-related data it needed to archive straight to the DVDs it then kept in a manually-managed archive. However, the system was proving less and less up to today’s modern standards: it was too slow, mechanically it was prone to wear, and servicing was getting quite costly. In addition, the medium was not secure enough and searching for specific archived data was exceedingly time-consuming and tedious. When the jukebox hardware failed due to a technical defect, KESO immediately began to survey and test better archiving alternatives. Archiving onto hard disks quickly crystallized as the most suitable option. The research performed by KESO staff members coupled with positive testimonials from the storage industry soon led KESO to archiving experts FAST LTA, specialists in digital long-term data storage, and to its hard disk-based Silent Cubes storage system. Shortly after the certified storage cubes were presented to the company by FAST LTA’s Swiss distributor together with KESO’s long-standing IT service provider, Eurebis, KESO management awarded the contract to FAST LTA.

Markus Tschumper, CIO at KESO, describes the motives behind the purchase decision and his experience with Silent Cubes as follows: “Just on its price/performance ratio and features alone, Silent Cubes was clearly the best solution for us. The key determining factors were the system’s maximum security and reliability as well as its ready scalability coupled with its simple configuration and true user-friendliness. We are very pleased with both the

system as well as the support provided by FAST LTA and Eurebis, and we will definitely not hesitate to recommend Silent Cubes to others. Our archiving costs have dropped significantly, but even beyond that, optimizing our data integrity has put us in a much better position as far as legal compliance. And while technically not a key decision-making factor, the look of the design award-winning Silent Cubes is extremely attractive – the solution is certainly unrivalled in this respect, too.”

Trouble-free installation and integration into the IT environment

After the purchase decision had been made, Eurebis was charged with installing the solution and giving a brief training session to KESO’s IT staff. The main task facing the technicians was integrating the Silent Cubes into KESO’s existing DocuWare environment and adapting the interfaces. The entire implementation process took less than a day without a single problem. Just ten days passed from signing the contract to rollout.

The archiving system has been fully operational since the beginning of November 2009. KESO has deployed a Silent Cube together with its head unit at its Swiss location. Because saving customer billing data is of primary importance, the challenge for the storage solution is thereby less the volume of information to be archived and far more its highly-sensitive nature. As a security technology company, KESO is particularly tasked with ensuring its archiving of business-critical data is revision-safe and legally compliant for the long term, and yet being able to easily and reliably access it whenever necessary.

“Just on its price/performance ratio and features alone, Silent Cubes was clearly the best solution for us.”

Self-monitoring archiving system

From the very beginning, Silent Cubes were expressly developed with digital long-term data archiving in mind. To meet the challenges inherent to archiving, they feature quadruple redundancy and, by using multiple hard disk drives from different manufacturers within one storage unit, they wholly eliminate the risk of any data being lost due to production lot defects. In addition, a special WORM Controller protects the content of all hard disks against deliberate or inadvertent deletions or alterations at the very lowest hardware level. Even given all these measures, the Silent Cube early warning system sends routine reports on system status to the FAST LTA service center. “The automatic, continual and effective web front-end monitoring of the system leads to effortless and reliable alerting should there ever be a problem or malfunction, which makes our lives so much easier and tremendously boosts the comfort level of operating the system,” praises KESO CIO Tschumper. A comprehensive

Markus Tschumper,
CIO, KESO

servicing contract as part of a “worry-free package” guarantees KESO that any potential problem will be promptly remedied on-site by a Eurebis technician – without needing to go offline and without losing a single data record.

Reiner Bielmeier, CEO of FAST LTA, summarizes the Silent Cubes target group and the success of the project as follows: “Our customers come from all branches of industry. What they have in common is the need for an archiving system they can depend on one hundred percent of the time – and that’s



exactly what we can guarantee. KESO was looking for a hard disk-based storage system which would ensure they had quick access to their data, would experience no media discontinuity even after system-internal revision-safe data migration twenty or thirty years down the road, and had the added plus of being economical and user-friendly. We offered them a solution to fulfill all their requirements. Our Silent Cubes now archive all of KESO's permanent data which needs to be maintained under all circumstances. Working together with Eurebis was an exceptionally positive experience and the fact that KESO is so pleased with our support and our system makes this a very satisfying project for us indeed."



ASSA ABLOY

KESO AG

The vision that empowers freedom.

Since its founding, KESO's advanced technologies have been based on precision, functionality and the vision of masterfully uniting freedom with security.

New solutions continually being developed in the fields of mechanics and mechatronics attest to KESO's role as a genuine trendsetter going far beyond the accustomed frontiers of "state of the art." The attention to detail is what has set KESO apart ever since its founding. And has led to sophisticated systems of high precision and absolute modularity which remain without equal in modern mechanics and mechatronics.

For more information on KESO AG, please visit <http://www.keso.com/de/site/KESO/>

Full information on the Silent Cubes long-term storage solution is available at www.silentcubes.de