

# ASL Airlines France Combats Ransomware and Unifies Global Management with Rubrik Polaris



## INDUSTRY

Transportation

## RESULTS

- 52% TCO savings
- 3x faster restores
- 90% management time savings

## THE CHALLENGE

- Complex, lengthy recoveries for mission-critical Oracle databases
- Lack of centralized management across multiple sites
- Inability to integrate with cloud
- Weak defense against cyber attacks like Ransomware

## THE SOLUTION

- Fast granular recoveries for Oracle with management simplicity
- Global management with GPS and ROBO orchestration with Edge
- Vendor-agnostic platform for multi-cloud strategy
- Native immutability and AI-driven Ransomware detection with Radar

ASL Airlines France (ASL) is a cargo and passenger airline based in Tremblay-en-France at Bâtiment Le Séquoia. Their main base is Charles de Gaulle airport, Europe's second busiest air traffic hub. A majority of ASL's fleet operates on the behalf of delivery services throughout the night, including Amazon, FedEx, DHL, UPS, and La Poste. Their unique fleet of Boeing 737-300 Quick Change aircrafts allows them to switch from a cargo configuration to a passenger configuration within one hour, allowing ASL to charter several passenger flights for partnering airlines during the day. In 2017 alone, ASL carried 712,000 passengers and 38,600 tons of cargo.

With such a diverse array of responsibilities, ASL's IT department needs to provide dependable, always-on infrastructure. Fabrice De Biasio, CIO, manages an IT team that supports 150 aircrafts and 3,000 employees, including a 2,200-person flight crew. "It's important that we remain early adopters in the IT landscape," said De Biasio. "The more knowledgeable we are of trends and new technologies, the more nimble we can be as the market evolves."

An agile approach to data management also helps prevent against the dire consequences of downtime. "If we're unable to pull reports for our passenger flights from our Oracle database, we can incur a sizable fine," said De Biasio. "The same goes for cargo flights.

If our mechanic is not able to pull the required information for his nightly report, the plane cannot take off. With increased efforts by Charles De Gaulle airport to limit flights landing after midnight, taking off late can result in losing that time spot indefinitely. Rubrik is the reason we're confident our data is always going to be available to meet these requirements."

## BUSINESS-CRITICAL APPLICATIONS THREATENED BY UNRELIABLE LEGACY SOLUTION

Prior to Rubrik, ASL had little confidence in their ability to scale after doubling their platform size in the four years after being purchased by ASL Aviation Group. Additionally, their previous solution lacked the automation and intelligence to sufficiently support critical business operations. "We have a mission-critical Oracle database that supports all of our dedicated flight applications," said De Biasio. "This database must be available 24/7 to comply with stringent SLAs. If we're offline for even 15 minutes, our planes cannot take off."

"With our previous solution, we sometimes had to wait three to four hours for a full restore of an Oracle database, occasionally running into application stun due to heavy workloads," said De Biasio. "Sometimes, the database would even disconnect

entirely, and with only 60 minutes of allowed downtime per year, every second counts. Our backups are our life insurance. If they're not working flawlessly, our business can't operate, period."

As De Biasio and team began evaluating new vendors to uplevel their infrastructure, they needed a reliable solution that eliminated complexity and could streamline management of their remote sites. "Rubrik was an easy decision," said De Biasio. "From the ultra-fast recovery, to global predictive search, to intelligent data services — everything was impressive." Additionally, Rubrik provides immediate access with near-zero RTOs and simplifies data management while delivering instant recovery. "With Rubrik, we can recover our Oracle database faster with point-in-time recovery, regardless of location."

## GLOBAL VISIBILITY AND CONTROL WITH EDGE AND GPS

With remote sites in Belgium and Ireland, it was imperative that ASL was able to maintain full visibility into their data. "We're proud to be Rubrik's first GPS customer delivered on Rubrik's Polaris SaaS platform," said De Biasio. "GPS allows us to conduct reports and audits from a centralized interface which is important as we align our backup policies worldwide. Additionally, the SaaS platform gives us flexibility to accommodate our ever-changing business needs in the future."

ASL also uses Edge, Rubrik's software appliance, for local backup and replication to protect their remote and branch offices. "One of our key drivers in choosing Rubrik was Edge," said De Biasio. "With our previous solution, we had to manually schedule several jobs to complete just one task. Edge has allowed us to replicate between central and remote sites while standardizing our backup processes, keeping all of our activities up and running with ultimate management simplicity."

## POLARIS DELIVERS MULTI-LEVEL RANSOMWARE DEFENSE WITH RADAR

ASL has deployed Radar to significantly minimize downtime, potential cost of recovery, and reputational damage following Ransomware attacks. On top of that, ASL's previous solution was not built for a strong defense on the rapidly growing threat of Ransomware. "The cargo airline industry is a common target for Ransomware, and we experience a minimum of one attack per month," said De Biasio. "In the past, we managed to recover by using a multitude of scripts to identify and erase infected files manually. This was an incredibly painful, time-consuming experience that killed our team's productivity for days."

Now, with Radar's machine learning-powered anomaly detection and accelerated recovery, De Biasio and team save up to 40+ hours of manually monitoring applications. As a result, they are confident in their ability to quickly restore to the pre-infected state in the event of a threat. "Our team can spend more time on digital transformation activities that deliver value back to the business," said De Biasio.

ASL was also approved for cyber insurance, a notoriously difficult achievement given the high risk associated with cargo companies. "It's very hard for cargo airlines to get cyber insurance. If we did not have Radar, we would not have been approved for a cyber insurance contract," said De Biasio.

## SIGNIFICANT COST SAVINGS AND HIGH PERFORMANCE WITH RUBRIK

In addition to their mission-critical Oracle databases, ASL is also using Rubrik to protect Microsoft SQL, Sharepoint, and their suite of aviation-specific applications for their 99% virtualized environment. Benefits include:

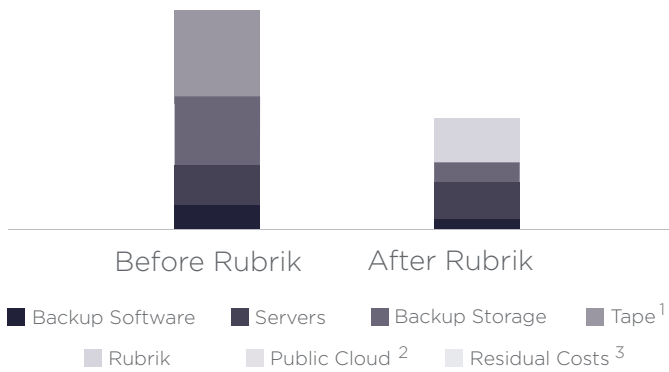
- **3x faster restores:** "Rubrik restores a single VM three times faster than our previous solution."
- **90% management time savings:** "We used to do a morning check each day that would last 15-20 minutes. For Ransomware alone, our admins used to spend two hours every day monitoring our applications. With Rubrik, we no longer need to do either."
- **Millions of euros in potential savings in case of ransomware attacks:** "The NotPetya ransomware attack on TNT Express in 2017 cost FedEx \$300M and took the IT team more than a month to recover to its normal operational state. Radar will help us protect our bottom line and potentially save us millions of euros in case of an attack."
- **66% reduced data center footprint:** "In our data center, we're down from 6U to 2U with Rubrik."
- **Google-like search for file-level recovery:** "If we wanted to restore an archived file with our previous solution, we would have to bring back the entire VM. Even simple backups required in-depth documentation. With Rubrik, we can perform one-click restores at a granular level."

- **Multi-cloud approach:** “At ASL, we recognize how important it is to have a multi-cloud strategy. With Rubrik’s vendor-agnostic approach, we can utilize both AWS and GCP while keeping our options open in the future.”

- **Seamless integration with Nutanix:** “Rubrik and Nutanix are integrated like two brothers. That was a key requirement for us. Rubrik made implementation simple with no local proxies and native integration with Nutanix AHV.”

## TOTAL HARD SAVINGS BEFORE AND AFTER RUBRIK

Rubrik has helped ASL reduce its TCO by 52%. “By switching to Rubrik, we were able to eliminate exorbitant licensing and renewal costs,” said De Biasio. “We also saw significant savings when streamlining our cloud archival process using Rubrik.”



Notes:

1. Media, maintenance, off-site handling
2. Long-term data retention storage and transfer costs
3. Includes contractual maintenance, support for legacy infrastructure
4. Spend includes initial capital outlay and annual recurring spend



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