

Case Study

PoINT Storage Manager  
**EUROIMMUN AG**

---

**EUROIMMUN**  
a PerkinElmer company



EUROIMMUN AG had already been using the PoINT Storage Manager software to transfer and archive data for several years. Image data was previously the major drain on valuable primary storage space:

these images are unalterable and must remain accessible to employees. This is why, based on its own specific rules, EUROIMMUN AG now moves this data to a subsidiary storage level within its two-tier HSM architecture.

### The challenge

- Transfer and archive data based on company-specific rules
- Read archived data without taking up primary storage space
- Primary storage must have transparent access to data after it is moved

### The solution - PoINT Storage Manager

- Inactive data moved based on predefined rules
- Read access without moving data back to primary storage
- Stubbing enables transparent access to files

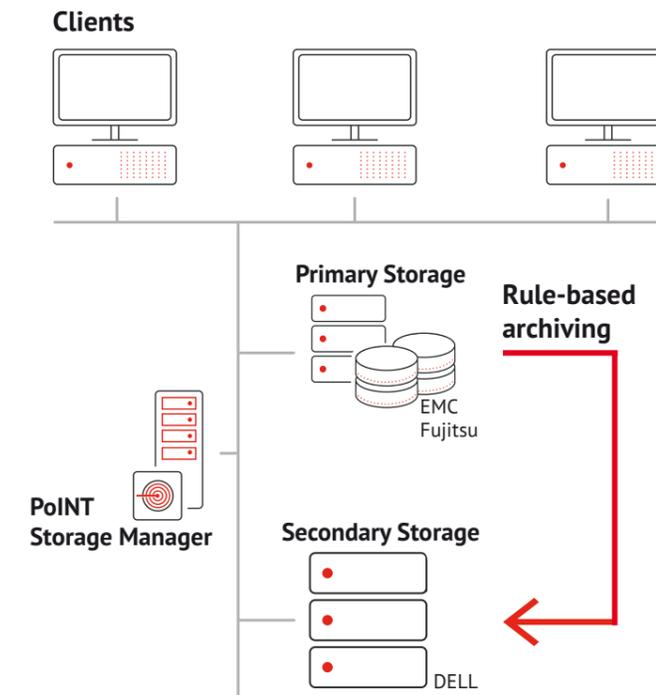
### The benefits

- Reduced load on primary storage
- Save time and money by minimizing backup sizes
- Fast, intuitive administration

### About EUROIMMUN AG

EUROIMMUN AG develops and produces test systems and automation solutions for medical laboratory diagnostics. The company was founded in September 1987, with its headquarters in Lübeck, Germany. German branches are situated in Gross Groenau near Luebeck (Schleswig-Holstein), Dassow and Selmsdorf (Mecklenburg-Western Pomerania), Rennersdorf and Bernstadt (Upper Lusatia, Saxony) and in Pegnitz (Upper Franconia, Bavaria). Moreover, the enterprise has 14 international subsidiaries, covering around 35 countries, and cooperates with more

than 60 distributors. Overall, EUROIMMUN distributes its products in about 130 countries in Europe, America, Asia, Australia and Africa. The company's development is shaped by continuous growth. The company offers jobs in more than 60 professions and vocational training in 11 different specific areas. EUROIMMUN has about 2000 employees in Germany and more than 2800 employees worldwide. The annual turnover of the group in 2017 amounted to 284 million Euros. The company is ISO-certified (EN ISO 9001, EN ISO 13485/CMDCAS).



“This is exactly what we were looking for,” says Niklas Wiegmann, EUROIMMUN AG.

Almost eight terabytes of image data was filling up EUROIMMUN AG’s valuable primary storage space. Backups took entire weekends and longer to complete. The goal: to distinguish between active and inactive data, keeping only the former – the ‘warm’ data – in the most expensive storage tier, while retaining access to all data overall. The EUROIMMUN AG therefore settled on the PoINT Storage Manager software, which allows them to transfer and archive ‘cold’ data based on their own business-specific rules.

“Since adopting the software, we don’t need to worry about archiving any more,” says Niklas Wiegmann, IT system administrator for computing, hardware and networking at EUROIMMUN AG. “This is what makes the PoINT Storage Manager the right solution for us. It’s quick and easy to install and moves cold data to secondary storage, while still leaving this data available as a stub on the primary storage system. As far as our users are concerned, nothing changes.”

Employees see the archived data exactly where they used to see it, and can open and close files just as before, even though they are now located on the secondary storage system. The PoINT Storage Manager enables read access without having to transfer data back to primary storage, avoiding unnecessary usage of storage capacity. This relieves the load on EUROIMMUN AG’s primary storage as well as reducing backup times and costs. The company itself determines the point when data is considered inactive and where the software moves the data after that point. The company was able to define the ruleset in no time at all – and the entire implementation and installation process, practically self-explanatory for the company’s IT specialists, went equally quickly.

Despite the rising volume of data at the company, Niklas Wiegmann takes a relaxed view of the future: “PoINT lets us archive data in a way that gives us plenty of space and keeps backups slim. Right from the start, the test installation let us see what to expect in practice – and the final results matched our expectations. We can shift inactive data away from the primary storage system while retaining access. Our challenge has been met and we are very satisfied.”

The project was implemented by Cristie Data, an independent service provider and long-term PoINT partner which acted as a consultant to EUROIMMUN AG.

#### About Cristie

---

In 1969, Cristie was founded in Stroud, England. 1994 the Cristie Electronics GmbH was founded in Germany. Since then, the company has been working on storage, backup and disaster recovery solutions. The more than 150,000 installations around the world reinforce their commitment. In 2000, the company was renamed to Cristie Data Products GmbH. Already at the beginning of the 2000s Cristie started to provide solutions as cloud or managed services for their customers. Due to the changes and extensions of the portfolio, the company was renamed to Cristie Data GmbH in 2016. The new name reflects the wide range of solutions and services of the company. With all their solutions and services, Cristie creates sustainable value added for customers and partners.

#### About PoINT

---

PoINT Software & Systems GmbH specializes in developing software products and system solutions for storing, managing and archiving data. Its storage and data management solutions allow simple, efficient integration and a wide range of storage technologies to meet each business' individual requirements and specific workflow.

**Additional information and a trial version of the software are available at [www.point.de](http://www.point.de).**