



Case Study

# The Indianapolis Colts

Tackle Tough Data Storage and Security Challenges

---

## THE CLIENT

Since 1953, the Indianapolis Colts have been a team that means business, both on and off the field. On any given Sunday, up to 70,000 fans will pack Lucas Oil Stadium to watch the Colts play.

Football fans know the Colts as a consistent team with two Super Bowl Championships, 16 playoff appearances, and a promising current roster. However, The Colts are about more than sports; they're also a business. And like any business, the organization stores large amounts of sensitive data, including highly-sought after and valuable scouting reports for some of the League's top names. Protecting this data is of the utmost importance to both the NFL as well as the Colts.

---



## The Challenge

Overall, the Colt's IT environment is standard for a mid-sized business, with roughly 20 windows-based servers in the NFL forest, used mainly for Exchange and databases.

Behind the scenes, the team's IT staff hustles to meet the lofty requirements set forth by the NFL. Like a good coach, the League's standards for data security and availability are tough but fair.

"Any leak of data is critical, especially for our team," says Ryan Fanning, Director of Football Information Systems for the Colts, explaining the importance of data security. "A lot of sports fans out there that would love to see the scouting report of Tom Brady or Andrew Luck."

However, Ryan's team wasn't having any luck with backup and recovery, and were also concerned about disasters since they kept critical data onsite.

"Storage was an issue," said Ryan. "We tried multiple solutions, including tape and straight to disk. It seemed like we were always chasing our tails."

---

With the Business BackUp solution, data storage is no longer an issue, and Ryan and his team can rest assured knowing their data is safe from disasters.

---

## The Solution

Ryan heard about VENYU from another NFL team who used their services. After speaking with the team's IT manager, Ryan decided to give VENYU a call.

"With us, it's a copycat league," said Ryan, explaining the NFL tendency to use solutions and partners with proven performance.

Together, Ryan and VENYU consultants carefully reviewed the business requirements and pain points affecting Ryan's team, especially in regards to storage. Ultimately, it was decided that VENYU BackUp would provide Ryan with the data security he needed to meet NFL requirements and keep data stored securely offsite.

## The Results

With the Business BackUp solution, data storage is no longer an issue, and Ryan and his team can rest assured knowing their data is safe from disasters.

“The biggest benefit is having unlimited storage and being able to have it offsite, where we won’t have to worry about fires, floods, or disasters in our building,” said Ryan. “We know that things are spread across the United States. We feel good knowing it is backed up, and away from our facility.”

Also, thanks to the unlimited storage, Ryan’s team is ready for business growth.

“With data, things aren’t going to shrink,” said Ryan. “We need the storage to maintain the status quo.”

Now, with the IT team holding the line, Ryan’s main hope is only that things stay running as well as they are. Based off his experiences with the VENYU support team, he has full faith things will continue to go smoothly.

---

“The biggest benefit is having unlimited storage and being able to have it offsite, where we won’t have to worry about fires, floods, or disasters in our building,”

---

“We just hope that everything stays stable,” says Ryan. “We have had great success with the VENYU support team. Any time there’s problem, they’ve been on top of it. They have called me anything something is not correct.”

#### TOP FOUR BENEFITS

- Increased data security with AES encryption
- Improved scalability with unlimited data storage
- Streamlined data backup processes
- Better disaster preparedness from having offsite data storage

