

SOLVE IT STORIES

TALES OF CUSTOMER SUCCESS FROM OUR PARTNERS

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How Odaseva helps Schneider Electric take full control over their Salesforce data.

THE CHALLENGE

Schneider Electric is a Fortune 500 energy management and automation company. In 2010, Schneider Electric replaced more than 100 legacy systems with a single Salesforce org. This was the outcome of a sweeping organizational strategy to streamline customer, partner, and employee experiences across every global region, business unit, and offering. Early on in its journey, Schneider learned that realizing its bold vision required a new way of thinking about customer data. To meet its goals and keep the system sustainable, Schneider needed to make its Salesforce data as manageable and reliable as on-premises data.

THE OPPORTUNITY

Businesses often need a way to securely manage large, rapidly growing data volumes without slowing down their users while delivering speedy, effective service to every customer.

HOW DO THEY ...

- Eliminate data losses before they happen and ensure they never lose more than 15 minutes worth of Salesforce data?
- Develop the capability to restore their entire data model, including objects with as many as 50 parent-child relationships?
- Guarantee their Salesforce data practices respect industry regulations and meet the highest standards for security?
- Manage large, rapidly growing data volumes without slowing down any of their tens of thousands of users?
- Empower its Center of Excellence to freely and securely move data between environments, fill data lakes, test new applications, and deliver new improvements at full speed?

Odaseva looks at data from a more holistic perspective, including our data model, data flows, and processes. That's why Odaseva is such an effective partner to help our Salesforce environment become more resilient, compliant, stable, and high-performing. With Odaseva, it's much easier to use our customer data to improve everything we do.

Anil Kumar Sistla

PLATFORM LEAD, SCHNEIDER ELECTRIC

Schneider
Electric



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THE SUCCESSFUL OUTCOME

Over the course of a multiyear relationship, Schneider Electric partnered with Odaseva to solve data problems that unlocked the full potential of its Salesforce implementation, driving adoption forward and making it easier and faster for Schneider's Center of Excellence to innovate.

Protecting business continuity: Odaseva Backup and Restore delivers recovery point objectives of 15 minutes to two hours, based on the criticality of different objects in Schneider's massive global Salesforce org, protecting more than eight terabytes of data with weekly full backups and multiple daily incremental backups

Supercharging system performance: Schneider uses Odaseva Live Archiving to continuously limit the number of records in production to ensure compliance and improve Salesforce system responsiveness while keeping data fully searchable, accessible to users, and easy to unarchive. More than 200 million records have been archived with Odaseva.

Fine-tuning and automating compliance: Odaseva Data Lifecycle allows Schneider Electric to apply granular

classification to each object in the data model and use highly customized rules to automate data retention and customer privacy, while keeping valuable business data intact.

Fueling compliant, continuous integration: Schneider uses Odaseva Sandbox Anonymization to dramatically speed up the development process without risking compliance with GDPR and other global privacy regulations, anonymizing more than 6 million records and 11 million contacts.

Keeping fresh, complete customer data ready for analysis: Odaseva Data Replication gives Schneider the power to continuously replicate its entire Salesforce org to an AWS S3 data lake at unparalleled speed, without using extra API calls.

THIS HAS RESULTED IN ...

- Powerful protection against data loss
- Streamlined and simplified compliance with regulations like GDPR
- Improved Salesforce Platform performance and stability
- Faster development cycles
- Better ability to run analysis on fresh, complete Salesforce data

CONSIDERATIONS FOR CUSTOMERS WHO ARE LOOKING FOR AN ENTERPRISE SALESFORCE DATA PROTECTION SOLUTION:

To be effective, your solution should:

- Support your entire data model, including all metadata and parent-child relationships
- Deliver true enterprise-grade security, ensuring only you can see your data, allowing you to bring your own security keys, and encrypting data to the field level
- Support a comprehensive restore plan capable of meeting your recovery time objective

[Learn More](#)

Learn more about Odaseva's backup and restore solution for enterprises on AppExchange.

