

# NETGEAR Cuts Backup Costs 35% and Accelerates 10TB Recovery by 88% with Eon

The global networking leader modernized its legacy backup model with Eon's cloud-native platform to gain real-time cost visibility, faster recovery, and a partnership built on transparency and trust.



# EON RESULTS AT A GLANCE



## **>35% COST SAVINGS ON BACKUP STORAGE**

by moving from a legacy backup provider to Eon.



## **88% FASTER RECOVERY**

for a mission-critical 10TB SQL Server database.



## **DEPLOYED IN UNDER A WEEK**

with minimal onboarding.



“Switching to Eon gave us the cloud visibility and recovery speed we’d been missing for years.”

-Satish Nair, Sr. Manager IT, NETGEAR

# ABOUT NETGEAR

## NETGEAR

### Industry

Networking equipment

### Size

650+ employees

### Cloud Provider

AWS

### Use Cases

Reduce cloud backup costs

Improve cloud backup compliance

### Eon Solutions

Cloud Backup Posture Management

Cost Explorer

Granular Restoration

NETGEAR is a global provider of networking and connectivity solutions with a growing AWS footprint across EC2 workloads and large SQL Server databases. As cloud adoption accelerated and new acquisitions expanded their environments, NETGEAR needed a unified, cloud-native approach to control costs, improve visibility, and shorten recovery times across the business.

# THE CHALLENGE

After nearly eight years of using a legacy provider in a traditional data center environment, the shift to AWS exposed several limitations:

- Limited visibility into backup spend: Previous tools provided little transparency into actual backup costs or usage.
- Slow recovery: Instances larger than 10TB could take up to 24 hours to recover, significantly impacting recovery objectives.
- Operational overhead: Multiple components and moving parts increased both cost and management burden.
- Delayed improvements: Requests for critical features often went unanswered, slowing modernization efforts.
- Corporate cost pressure: Leadership mandated meaningful infrastructure savings and greater control over cloud spend.

Their previous solution wasn't built for cloud scale, and visibility gaps made cost control and DR planning increasingly difficult.

# WHY EON

## Cloud-native from day one

NETGEAR chose Eon because it was purpose-built for cloud workloads rather than retrofitted from on-premise architecture, with the added goal of leveraging backup data as a backend data lake to generate insights using AI technologies.



“Eon enables backups that reflect the way our cloud truly works—faster, more transparent, and easier to operate.”

## A simple, fast deployment

Eon integrated cleanly into their AWS environment. The same team that managed their previous tool deployed Eon in under a week with virtually no retraining.

## Real-time cost clarity

Eon’s Cost Explorer gave NETGEAR instant insight into spend by resource and application, eliminating the delays and inaccuracies of manual reporting.



“Eon heard our requirements and mobilized the right team to deploy the solution, adding NETGEAR-requested features in days—flawlessly and without errors.”

# THE SOLUTION

NETGEAR deployed Eon across its AWS workloads as part of a broader shift to a cloud-first backup strategy.

With Eon, NETGEAR now benefits from:

- A cloud-native, agentless architecture aligned with AWS best practices
- Optimized recovery for large, business-critical databases
- Real-time spend visibility through Cost Explorer
- Automated coverage and posture monitoring aligned to Cloud Backup Posture Management (CBPM) principles
- Monthly cadence reviews covering usage, cost, and roadmap updates

# THE RESULTS

## **35% reduction in backup storage costs**

Eon's storage model and automated policy management immediately reduced NETGEAR's backup spend, helping them meet a company-wide cost mandate.

## **88% faster recovery for a 10TB SQL Server database**

Recovery dropped from 24 hours to under three, strengthening their disaster recovery posture and reducing operational risk.

## **Accurate, real-time cost visibility**

Cost Explorer eliminated manual reporting and enabled chargeback by instance, application, and team.

## **Operational simplicity from day one**

Deployment was quick, onboarding was minimal, and the team immediately gained clearer visibility and easier day-to-day management.

## **A partnership that accelerates innovation**

The speed, transparency, and collaboration continued beyond deployment, giving NETGEAR confidence in both the platform and the team behind it.



**“Cutting 10TB recovery from almost a full day to a few hours strengthened our confidence in our disaster recovery strategy.”**

# ABOUT EON



Eon provides instant access to companies' largest unused data—their backups—by automating them and making them immediately useful for AI and analytics.

As a cloud-native, autonomous cloud backup posture management (CBPM) platform, Eon converts complex cloud infrastructure backup into a unified, queryable data lake, enabling fast recovery, simplified compliance, and deep analytics.

By unlocking such immense value from data you already manage, your critical backup service effectively becomes free.

## Ready to unlock the full potential of your cloud data backups?

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