

EDESAL S.A. Modernizes Data Protection with Cobalt Iron Compass

How Argentina's leading electricity distributor transformed from reactive backup management to automated, cloud-native data protection

CUSTOMER



INDUSTRY

Energy & Utilities
Electricity Distribution

SOLUTION

Cobalt Iron Compass®
IBM Power VS
IBM Cloud

BENEFITS

- Cloud-native data protection
- Unified backup management
- Ransomware resilience via Zero Access®
- Faster, predictable recovery
- Storage efficiency

INTRODUCTION

EDESAL S.A., part of the Rovella Capital Group, is the leading electricity distribution company in the province of San Luis, Argentina, serving more than 250,000 customers. When a hardware failure brought its on-premises systems to a complete standstill, EDESAL's leadership recognized that a fundamental transformation of its IT infrastructure was urgently needed.

Working with IBM Business Partners Efra-Ing S.A. and Cobalt Iron, EDESAL deployed Compass®—a SaaS-delivered enterprise data protection platform—as a central pillar of that transformation. Today, EDESAL runs Power10 workloads on IBM Cloud with automated, cloud-native data protection delivering the resilience and confidence its operations demand.

THE CHALLENGE

EDESAL's core commercial systems were built on a proven, on-premises IBM Power7 and Oracle Database foundation—infrastructure that had delivered years of reliable performance. But aging hardware, a fragmented backup environment, and a growing cloud ambition created compounding vulnerabilities that the business could no longer ignore.

The consequences became painfully clear when a hardware failure triggered a complete outage across EDESAL's on-premises systems. The company could not send invoices, process payments, or serve customers—a direct threat to both revenue and regulatory compliance.

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“The blackout impacted the commercial system, interrupting normal operations and transactions. It became clear that our existing approach was not aligned with where the business needed to go.”

— Cristian Ferrero, IT Manager, EDESAL S.A.

THE PARTNER



An IBM Business Partner with more than two decades of experience in Power systems, Efra-Ing designed and led EDESAL's complete modernization—from initial assessment through go-live and beyond.



"We developed a complete 360-degree understanding of EDESAL's environment. Our goal was not simply to deploy new technology, but to ensure the solution was aligned with their long-term operational and security needs."

— Sergio Herrera, Technical Director, Efra-Ing S.A.

Efra's deep engagement extended across every project phase—ensuring a smooth transition with minimal disruption and providing the technical leadership that made the transformation possible.

Beyond the immediate crisis, EDESAL faced a series of compounding challenges:

High and inflexible licensing costs: Offered diminishing returns as workloads grew.

Long and inconsistent restore times: Left the business exposed during disruptions.

Compliance concerns: Stemmed from a lack of centralized governance over backup policies.

Limited scalability: Could not accommodate new workloads or a cloud-based architecture.

The hardware failure served as the catalyst for action. EDESAL's leadership committed to a full infrastructure modernization, migrating to IBM Power Virtual Server (Power VS) on IBM Cloud—and recognized that data protection had to be redesigned from the ground up.

THE SOLUTION: COBALT IRON COMPASS

Compass stood out as the only native solution purpose-built for IBM Power VS environments, eliminating the need to operate multiple legacy backup tools. Its simple, predictable pricing model and seamless IBM Cloud integration made it the clear choice for a team transitioning from a fragmented, on-premises backup environment to a unified, cloud-native approach.

The production environment was deployed in the IBM Cloud Dallas region, supporting AIX and Oracle workloads, with replication to the Washington, D.C. region for geographic resilience. The full project was completed in under three months.

KEY CAPABILITIES DELIVERED

Cloud Readiness: Purpose-built for IBM Power VS — no bolt-on adapters required.

Centralized Management: Single console replaced fragmented TSM and RMAN, with analytics-driven automation.

Reliable & Fast Recovery: Predictable recovery gave the team confidence to respond to any disruption.

Security & Ransomware Resilience:

Zero Access® architecture delivered protection against evolving threats.

Storage Efficiency: Intelligent data management improved utilization and overall cost efficiency.

Scalable Architecture: Cloud-native design accommodates future workload growth without constraints.



"Compass was the clear and most suitable choice for our requirements, particularly within the IBM Cloud environment. It was the only solution that proved truly viable for our specific needs."

— Cristian Ferrero, IT Manager, EDESAL S.A.

THE RESULTS

The deployment of Compass transformed EDESAL's data protection posture from reactive and fragmented to proactive and streamlined. The impact has been felt across operations, security, and the IT team's daily experience.

Operational Confidence

Moved from reactive, complex backup management to proactive, streamlined control with full centralized visibility.

Security Resilience

Zero Access® architecture and immutable backups protect against ransomware — backup data remains pristine and recoverable.

Future-Ready Infrastructure

Power10 workloads on IBM Cloud with geographic replication — built for scale and ready for the next phase of growth.

Perhaps the most significant transformation has been one of confidence. EDESAL's team moved from a reactive, complex backup model to a proactive and streamlined approach. They now operate with centralized visibility, automated policy management, and the assurance that their data is protected, recoverable, and secure.

LOOKING AHEAD

EDESAL has fully modernized its core IT infrastructure—running Power10 workloads on IBM Cloud with resilience built into every layer. With Compass providing automated, cloud-native data protection, the team can focus on innovation rather than backup management, confident that their data is protected regardless of what lies ahead.

The partnership between EDESAL, Efra-Ing, and Cobalt Iron demonstrates what becomes possible when a trusted business partner, a purpose-built solution, and a clear modernization vision come together. For other organizations in regulated industries navigating the journey to cloud, this story offers a powerful proof point: cloud-native data protection is not only achievable—it is the foundation for confident, resilient, future-ready operations.

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“EDESAL transitioned from a fragmented and inefficient backup environment to a modern, cloud-aligned data protection strategy. Our role was to guide that transformation end-to-end, ensuring the solution was not just deployed—but truly embedded in the way EDESAL operates.”

— Sergio Herrera, Technical Director, Efra-Ing S.A.

About Cobalt Iron

Cobalt Iron is a leading provider of secure, automated enterprise data protection. The Compass platform delivers analytics-driven automation, unified management, and Zero Access® cybersecurity design for cloud and on-premises environments.

cobaltiron.com

About Efra-Ing S.A.

Efra-Ing S.A. is an IBM Business Partner with more than 20 years of experience in Power systems, specializing in infrastructure modernization and cloud migration for enterprise clients in Latin America. Recognized with the IBM Cloud Best Performance Award at the IBM TD Synnex Summit 2024.

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