



## Case Study: Remote Backup / DR Services July 2010

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### Customer Profile

The Influence Business Ltd, Management Consultants based in Eastleigh, Hampshire.

The Influence Business is a small business comprising 6 remote users delivering consultancy services to large corporate clients world wide. Consultants remotely access the company server in their Eastleigh office to update customer records, save and retrieve documents and update work schedules.

### Requirement Background

As the business grew and less time was spent in the office, it became impossible to allocate responsibility for changing backup tapes on a daily basis. This problem was compounded by the small capacity of their tape drive, causing the daily backup over-run onto a second tape. Replacing the tape drive with a larger capacity unit was not a complete answer, as the frequently unmanned office was also considered to be a fire and data security risk.

### Solution

BTP recommended a "Silver" level Remote Backup / DR solution. After taking a full initial backup and image on site, nightly incremental backups are sent via secure ADSL to BTP's servers. Individual files can be restored upon request, or a complete restore can be arranged on site. Furthermore, an up-to-date image is constantly maintained ready to download onto a loan server should a disaster strike.

### Benefits Gained

The Influence Business no longer has to take any responsibility for organizing on-site backups. They also saved the cost of having to replace their existing tape drive with a higher capacity model. They are reassured to know that, should their server become unavailable through theft, fire, flood, or mechanical failure, BTP will arrive on site within 8 working hours with a fully configured temporary server containing all data up to the last successful backup

### Hardware, Software and Technologies

BTP's Remote Backup servers

BTP's VM Servers

BTP's Loan Servers

Proprietary Licensed Remote Backup Software

### Customer Comments

*"As usual, BTP came up with just the right solution to my problem. I now have peace of mind that our data is secure and recoverable".*

*Jack Downton, MD, The Influence Business Ltd*



### BTP Recover

BTP Recover is part of the **BTP Online** range of services. From simple remote backup to full disaster recovery including reserved office space, we can provide a range of services to protect your business from data loss and business interruption. We recognize that every business is different, so packages are tailored to suit your individual requirements. We can offer a cost effective solution to any size of customer from a single remote home worker requiring a small daily backup to a multi server environment requiring continuous synchronized backups and a reserved DR suite.