



Interstate National Corporation Leverages RestorePoint's Data Virtualization Platform Powered by Actifio

Quality Service and Support are critical to the success of Interstate National Corporation, a leading nationwide provider of service contracts and extended warranty programs.

Summary

Interstate National Corporation selects RestorePoint to be their Managed Service Provider leveraging an innovative agentless Data Virtualization platform powered by Actifio.

Company Overview

Since 1980, Interstate National Corporation has been a leading nationwide provider of service contracts and extended warranty programs offered for a broad range of products including new and used cars and trucks, recreational vehicles, watercraft and more. They are continually pioneering new technologies, providing significant value to both partners and customers. Interstate National Corporation offers turn-key programs, exceptional support and flexible products - all while delivering peace of mind to the end-consumer and their Insurers, Agents and Dealers.

Interstate National Corporation's breakthrough processes dramatically speed and improve customer activation, claim processing and claim payments.

For data protection and data recovery, Interstate National's IT team requires tight Recovery Time Objectives (RTOs) and Recovery Point Objectives (RPOs) to support the demands of their customers and maintain adeptness in the marketplace.



Key Facts

WHO: Interstate National Corporation

CHALLENGES: Long data recovery cycles and negative revenue impacts.

IT ENVIRONMENT: Microsoft OS, VMWare, SAN, MSSQL, Exchange.

SOLUTION: RestorePoint's enterprise Data Virtualization platform, implemented across all Interstate National Corporation locations, provides a fully managed, end-to-end data protection solution.

The Challenge

Interstate National Corporation engaged RestorePoint to help solve a critical business challenge regarding their data protection services when their current solution was no longer meeting their needs. Interstate National Corporation's agent-based solution was unreliable for data backups and the product's limited functionality did not allow for efficient offsite data replication or the ability to instantly mount data.

The Solution

RestorePoint's Data Virtualization platform, powered by Actifio, leverages an innovative Fingerprint Technology to proactively map client's backup data to the original source and ensure it is free of any corrupt data. Additionally, Actifio software captures and stores data in its native format, which allows RestorePoint to instantly recover data to meet Interstate National's RTO and RPO objectives.

"With RestorePoint's solution, Interstate has been able to reduce the amount of manpower needed to manage and monitor our data backups across all of our US locations."

—ROBERT KOLLAR, DIRECTOR OF IT

RestorePoint's Data Virtualization platform was a natural fit for Interstate National Corporation's data protection requirements. The RestorePoint solution, implemented across all business locations, provides a fully managed, end-to-end data protection platform customized specifically for Interstate National's business needs.

Data Virtualization Hard at Work

RestorePoint's Data Virtualization platform has inherent checks and balances, which provides clients the confidence that data backups will translate into recoverable data at any time.

"By tapping into Actifio's innovative Fingerprint Technology within the RestorePoint Data Virtualization platform, we could determine if and when there was corruption to the VMware data during the backup process. We have seen this feature come into play numerous times, and enabling us to take proactive measures to protect our client's environments when issues arise."

—ABDUL ALTAMIMI
CTO AND FOUNDER RESTOREPOINT

As a case in point, during a routine restore request for Interstate National's VM images, RestorePoint engineers identified that a particular VM was not restorable and they needed to troubleshoot the issue quickly. Even though the system logs showed a successful VM data backup, the RestorePoint engineering team determined there was a software bug within VMware Change Block Tracking (CBT) that corrupted the VMware incremental backup.

Immediate Benefits

RestorePoint implemented the Data Virtualization platform for Interstate National Corporation with no impact to business operations. RestorePoint delivered a full backup and restore of the VM environment and provided Interstate National's organization with powerful and innovative capabilities. Interstate National can enjoy a new simplicity and confidence in Data Backup and Disaster Recovery with RestorePoint's Data Virtualization platform.

Becoming an extension of Interstate National's IT team, RestorePoint is positioned as a trusted advisor and counsel to new technologies. Leveraging Actifio with Interstate National has helped to solidify a strong business partnership that will continue to grow.

About RestorePoint

RestorePoint specializes in virtualizing data across Private, Public, and Hybrid Clouds, leveraging best-of-breed software solutions. These scalable solutions protect multi-petabytes of data for enterprise clients globally. RestorePoint's suite of data protection services include Data Virtualization, Data Replication and Migration, Disaster Recovery as a Service, and Data Security and Forensics.

For more information, please visit www.RestorePoint.net

"We were excited with the opportunity to migrate our VM backup and recovery solution to Actifio and are glad that we did. Actifio is a simple to use yet a powerful platform that provides great RTO & RPO resiliency."

—CHRIS ALFARAS
CTO INTERSTATE NATIONAL CORPORATION