Growing Cloud-based Data Protection Services

Lower Cost, Easier Recovery: Smart Business Continuity and Application Development

Summary

As a comprehensive global Managed Service Provider, RestorePoint offers their clients a wide range of cloud based software solutions for data protection and data virtualization. With careful attention to cost, security, flexibility and robust technology solutions, RestorePoint relies upon Actifio to eliminate excess data copies while giving clients fast, easy backup, disaster recovery, and a powerful data management platform with nearly instant data access. RestorePoint software-based services can be deployed anywhere and their clients are represented across industries that span numerous geographies.

> "We help our clients replace multiple data functions with Actifio while eliminating unneeded copy data. It gives us the opportunity to have a conversation about how to leverage their data in a more efficient and economic manner."

—ABDUL ALTAMIMI
CTO AND FOUNDER, RESTOREPOINT

Organization Overview

RestorePoint is a Managed Service Provider offering clients complete Data Protection solutions. This includes affordable, automatic off-site data recovery services, as well as a Data Virtualization platform that supports the seamless movement of client's data to and from the Cloud. RestorePoint provides the ability for clients to instantly spin up data to support application development, testing and business analytics.

As an innovative and dynamic technology company, RestorePoint supports their clients to meet the mounting challenges of exponential data growth. Their focus is to manage data efficiently with a best of breed software approach, and to become an extension of their client's IT team with a relationship built on trust and 24/7 support. RestorePoint provides value to enterprise client's globally. Beyond backup, they provide support strategies to streamline data protection while cutting IT complexity and expense.

The Challenge

Starting with early cloud backup services, RestorePoint developed capabilities to make a difference in more than data backup. Client conversations revolve around ease of management, a best-of-breed approach to technology, and the flexibility to add or remove capabilities that best serve changing objectives.

As the interest and importance of cloud services has grown, so has client demand for faster data recovery times, increased resiliency, secure data movement and broader deployment options. RestorePoint identified the need to satisfy clients with differing requirements and resources. They found that some clients had their own software and maintained their own data centers, often in multiple locations. Some wanted a private/hybrid model and others were fully transitioning to cloud deployment. To meet their client's evolving needs, RestorePoint developed a multi-function platform that can serve their clients in each of these scenarios. This includes not only the backup of data but the restore, security and forensics of this data as well. RestorePoint's innovative software platforms support all verticals, including Health Care, Financial, Higher Education, and Commercial Real Estate.

> "We need to provide our clients with more than just backup. We offer the right technology that can expand our client's tool set. It must not only work perfectly but operate simply. RestorePoint is their backup TO and FROM the cloud, and everything in between."

—KATIE KESER
HEAD OF CORPORATE STRATEGY, RESTOREPOINT

The Solution

Focused on an innovative software toolkit of capabilities, RestorePoint conducts rigorous technology evaluations. Considerations included satisfying increased demands for improved Recovery Time Objectives/Recovery Point Objectives, as well as advanced functionality and versatility. That also meant finding a platform that would work across infrastructures, operating systems and applications. In Actifio, they found a trusted data virtualization platform that was capable of all of these functionalities. RestorePoint's Data Virtualization solution provides resilient disaster recovery and ease of data movement to protect and recover sensitive databases like Oracle and SQL in their native formats.

The versatility of Actifio enables RestorePoint to offer enhanced services such as deduplication, without purchasing additional hardware and software. Where it once took clients days to complete a backup it's now done in hours. Built-in Actifio "fingerprinting" safeguards provide the certainty that any data backed up can be restored without errors. "That is a game changer" said Altamimi.

Weathering Hurricane Winds

A leading insurance industry provider asked RestorePoint for help resolving deficiencies that plagued their multi-location data protection. With broad variations in the technologies used by their independent agents, protection objectives were not being met. Most notably, they had issues with VMware backups that could not be restored. Actifio was proposed as a platform that would satisfy requirements in both physical and virtual environments. With a simple, non-disruptive and free conversion, RestorePoint implemented the new platform with no impact to operations. They delivered full backup and restore of VMs and provided the client with powerful data virtualization platform capabilities that performed well beyond their expectations.

This new platform was quickly put to the test when a new location was being set up as Hurricane Joaquin moved up the east coast. Needing to replicate a very large SQL database to a remote site, and having insufficient bandwidth to move it, RestorePoint used Actifio to replicate the data ahead of the hurricane. Taking advantage of deduplication and compression, the amount of data to be moved was substantially reduced and the bandwidth limitations overcome.

Together, RestorePoint and Actifio provide innovative and industry leading technology solutions that support the insurance industry giving them the peace of mind to know their data is protected and can be restored when needed.

As an example, the data virtualization capabilities Actifio delivers will enable RestorePoint to develop new offerings for efficient and streamlined application test and development support. Now, one virtualized Golden Copy will be able to accelerate multiple Test/ Dev functions at lower cost and with immediate execution.

> "Anybody can back up data. We get excited when clients want to restore their data. And now, with Actifio they can do it themselves and test it whenever they want."

—ABDUL ALTAMIMI
CTO AND FOUNDER, RESTOREPOINT

Immediate Benefits

Robust Backup and Disaster Recovery

RestorePoint clients enjoy a new simplicity and reliability in Data Protection and Disaster Recovery. They are using data virtualization to gain greater reliability and functional speed. Most importantly, RestorePoint is using Actifio to provide the trusted certainty that data can be quickly restored.

Services Portfolio Growth

RestorePoint has moved beyond simple backup to create a new set of services that provide reliable DR, data migration and evolving Application Test and Development services. In addition, they can better provide regulatory compliance assurances for their Health Care and Financial Services clients. With all software-based services, changes are fast and responsive to shifts in client objectives.

Broader Client Relationships

The single integrated Actifio solution has helped RestorePoint gain broader and more strategic client relationships. With hugely simplified infrastructure and reductions in required resources, both RestorePoint and their clients share the operational benefits and enhanced profitability.

"Actifio enables us to have much broader conversations around data virtualization and protection. Where clients traditionally used multiple hardware and software solutions, they can now replace them with RestorePoint's innovative Managed Service offerings."

—ABDUL ALTAMIMI
CTO AND FOUNDER, RESTOREPOINT