

Success Story:

NBJ Insurance Group Capitalizes on Cost Effective Backup and Recovery with oncore IT and Asigra Cloud Backup™



NBJ Insurance Group Profile

- Established for over 40 years
- Helped clients, both corporate and personal with all their insurance requirements
- Comprises of Norman Butcher & Jones Ltd (Lloyd's Broker); Randall Butcher Jones Ltd (Commercial & Personal Insurance Broker); NBJ United Kingdom Ltd (Commercial Insurance Broker)
- NBJ Group is a registered Lloyds Broker, providing expertise in business and personal insurance, and is fully independent



Overview

NBJ Insurance Group, a leading London insurance and risk management broker, provides expertise in business and personal insurance. NBJ Insurance Group comprises Norman Butcher & Jones Ltd (Lloyd's Broker); Randall Butcher Jones Ltd (Commercial & Personal Insurance Broker); NBJ United Kingdom Ltd (Commercial Insurance Broker)

NBJ Insurance Group's Business Objective:

NBJ's IT system and backup processes were proving unreliable and were not cost-effective. Tape inherently has problems with reliable file recovery and tape management. The IT structure and backup did not meet the IT strategic goals of NBJ. Due to the inefficiencies of the old system, there was a level of incredulity at the corporate board level that a new IT system could even prove beneficial to the company in terms of achieving their IT strategy and deliver a return on investment (ROI). Initially the board was reluctant to invest in improving the company's IT processes but decided to conduct due diligence to investigate options.

oncore IT Provides Asigra's Cloud Backup and Recovery Software Capabilities and Managed Services

Once oncore IT demonstrated its managed service package, which includes capabilities such as Asigra's remote online data backup, secure access for remote workers, and 24x7 support and monitoring, NBJ realised the true benefits of outsourcing IT functions. The offering covers the provision of all infrastructure equipment plus the desktop hardware and software.

oncore IT's complete managed service incorporates Asigra Cloud Backup and Recovery software for remote online data backup with other services that include: 24x7 monitoring, alerting with proactive fault resolution, email anti-virus/spam filtering and secure remote access for home and tele-workers to the entire NBJ group. In addition to these IT benefits, NBJ required remote access across all locations in order to run its internal specialist insurance application. oncore IT was able to deliver this capability to NBJ with the added assurance of Asigra's distributed backup and recovery software.

At each customer site, a single Asigra DS-Client software identifies all servers, desktops and laptops connected to the local network, and automates the backup of all local data assets. Before the backup data set is transmitted to oncore IT's data centre, Asigra Cloud Backup analyses the data, finds new and changed file blocks, eliminates duplicate files and further compresses the residue bytes to ensure the backup set is as

compact as possible. The software then encrypts the data before sending it over an IP- WAN connection to a centralised Asigra DS-System server, located in oncore IT's data centre, which consolidates the backup data from all distributed sites. Data is encrypted "in-flight" and "at-rest." The DS-System server is protected like other servers within the data centre as determined by the organisation's ongoing data protection policies. Moreover, the back-end DS-System server integrates directly with third-party ILM solutions from the major storage vendors. As an additional level of data protection, oncore IT has configured the DS-System server to replicate the vault to a second secure backup site.

"NBJ has immediately reaped the benefits of us taking full responsibility of its core IT requirements," said Roland Mann, Managing Director of oncore IT. "The offsite backup provided by Asigra is an integral part of the IT services we provide. In addition, with Asigra Cloud Backup and Recovery software, we can deliver a complete IT service against strict SLAs (Service Level Agreement) for an initial 3 year, fixed contract basis, made possible with Asigra's comprehensive SLA software, and capacity based license charges, ensuring that NBJ will never again be subject to artificially high running costs."

"Outsourcing to oncore IT has bred a new confidence at both board member level and within our staff that IT inefficiencies are a thing of the past. With oncore IT's managed services that utilise the highest quality products in the market, such as Asigra's online backup software, we are functioning efficiently within and across the networks at our three offices. We were finding it particularly challenging to manage our IT infrastructure from three disparate offices and wanted a service that would centralise our IT processes. Asigra's software and the remote access provided by oncore IT have solved this issue and have also made the solutions financially viable."

Neal Fox, CEO, NBJ Group

Asigra Success Story: NBJ Insurance Group

About oncore IT

oncore IT provides a 24/7, 365 days a year managed IT service for small and medium sized businesses, incorporating both hardware and software for a complete outsourced IT solution. oncore IT partners with best of breed vendors to provide an IT management service that only a large corporate would normally have access to. Services include: remote IS management; provision of all hardware equipment and software licenses; disaster recovery; remote (offsite and online) backup and recovery; desktop management and assistance; equipment hosting and replacement; monitoring and alerting; network access services; bandwidth management; firewall provisioning; and email filtering.

More information on oncore IT can be found at www.oncoreIT.com

About Asigra

Trusted since 1986, Asigra provides organizations around the world the ability to recover their data now from anywhere through a global network of partners who deliver cloud backup and recovery services as public, private and/or hybrid deployments. As the industry's first enterprise agentless cloud-based recovery software to provide data backup and recovery of servers, virtual machines, endpoint devices, databases and applications, SaaS and IaaS based applications, Asigra lowers the total cost of ownership, reduces recovery time objectives, eliminates silos of backup data by providing a single consolidated repository, and provides 100% recovery assurance. Asigra's revolutionary patented Recovery License Model provides organizations with a cost effective data recovery business model unlike any other offered in the storage market. Asigra has been recognized as a Gartner Cool Vendor and has been included in the Gartner Magic Quadrant for Enterprise Backup and Recovery Software since 2010.

More information on Asigra can be found at www.recoveryiseverything.com

