

Success Story:

Opus Trust Group and Subsidiaries
Select the Cisco Cloud Connector
to Simplify End-to-End Enterprise
Data Protection



Opus Trust Group and Subsidiaries Profile

- Subsidiaries include: Opus Trust, IdeasTap and Bancroft Wines
- Markets served include: Investment Trust, Not for Profit and Retail
- UK Based



Summary

In order to simplify its backup environment and protect a broader range of systems and applications, London-based Opus Trust and Subsidiaries (Opus Trust, IdeasTap and Bancroft Wines) sought a unified backup solution that would protect its entire IT environment, providing both local and offsite recovery to ensure business continuity. The company called upon Cisco Premier Partner, Project Vision, to implement end-to-end cloud-based data recovery services by OnDemand Recovery, powered by Asigra software.

Customer Overview

The parent company Opus Trust was founded in 1999 and through its subsidiaries, engages in direct marketing, information technology, and the distribution of wine products. The company is based in London, United Kingdom. For years, the company had protected its IT systems with cloud backup technology but as its business grew and more complex systems and enterprise applications were introduced to the network, the previous solution was incapable of protecting those new environments putting that data at risk.

Business Situation

Opus Trust and Subsidiaries (Opus Trust, IdeasTap and Bancroft Wines) uses a combination of Microsoft Windows and VMware systems to host a range of standard business applications, including Microsoft Exchange, file and print, accounting and ERP applications. Dell is the predominant hardware provider for the organisation which the company expects to see grow based on business demands. Opus Trust and Subsidiaries (Opus Trust, IdeasTap and Bancroft Wines) relies on

Customer Overview Facts

- More than 4.3 TB of data stored across a combination of Windows-based physical servers and VMware virtual machines.
- Business applications, including Microsoft Exchange, file and print, accounting and ERP software.
- Virtual Machine Local/Cloud DR Service to meet IT DR objectives.
- Unified backup infrastructure leveraging public cloud services by OnDemand Recovery and the Asigra Cloud Backup Connector Appliance for local recovery.

Project Vision as the company's IT support department to oversee the organisation's standard set of commercial and off-the-shelf business applications.

While the company already had a cloud backup solution in place, the organisation was growing and becoming more complex. The company wanted to simplify its network and extend data protection capabilities across all of its systems, applications and networks. Key among the requirements was the ability to protect all of the company's 4.8TB of data stored across physical and virtual computing systems and provide virtual machine disaster recovery both locally and from an offsite cloud-based service in the event of a data disaster.

Solution

Opus Trust and Subsidiaries (Opus Trust, IdeasTap and Bancroft Wines) selected Asigra-based technology for its ability to unify the company's backup environment under a single platform. Rather than adding a mix of backup solutions to protect virtual servers and various applications, the company desired a simple approach which was available through OnDemand Recovery. The resulting deployment consisted of Cisco Cloud Connector developed by Asigra hosted on Cisco ISR G2 router and Cisco UCS E-Series server blade for local Virtual Disaster Recovery (VDR) based on the public cloud backup service managed by OnDemand Recovery.

“Our network had become increasingly complex, storage volumes were growing and our previous backup solution was struggling to keep pace. By implementing a Cisco Cloud Connector developed by Asigra we simplified the infrastructure and improved the levels of data protection and recovery across all of our network and applications. We now have local backup to disk, automated offsite backup and a complete IT DR plan through the OnDemand Recovery service from Project Vision.”

-Simon Johnson, Finance Director, Opus Trust Group Ltd.

Designed for efficient performance and compatibility with physical, virtual and cloud architectures, Asigra Cloud Backup™ is an agentless software architecture for easier deployment and management; global de-duplication and data compression technology for storage, LAN and WAN optimisation; NIST FIPS 140-2 certified security with AES 256 encryption, and autonomic healing and validation restore capabilities. As an integrated solution, Asigra Cloud Backup performs fast, efficient and secure backups of all types and locations of data, including enterprise servers, databases, applications, endpoint devices and cloud-based applications.

The Asigra solution is delivered as a service by UK-based OnDemand Recovery. OnDemand Recovery's cloud backup services have been architected to remove the IT management time and hardware, software and service-related costs of alternative solutions. The fully automated service is supported by an experienced team that actively monitors all backup activities daily to check and double-check backup and recovery logs for failures, errors and overall success.

Results

With the OnDemand Recovery/Asigra solution Opus Trust and Subsidiaries (Opus Trust, IdeasTap and Bancroft Wines) has achieved peace of mind through improved data protection, simplicity resulting from fewer systems to manage and flexibility in the way the service is delivered and billed to reflect the current data protection needs. The solution also scales to aggregate data protection across multiple locations in support of future needs.

IT simplicity was enhanced using the Asigra Cloud Backup Connector Appliance which leverages the Cisco

ISR G2 router and UCS E-Series server blade. The appliance serves as both an internet router and local backup server, consolidating two devices into one. The appliance has sufficient power and capacity to exceed the performance expectations. By taking VMware images offsite as part of the cloud backup service, they have also been able to subscribe to the VM cloud recovery service provided by OnDemand Recovery with Project Vision supporting and meeting the company's IT DR objectives.

"The solution's flexibility has provided measurable benefits for our organisation," said Johnson. "As we are very active in the disposal and acquisition of companies and since the service was set up, we are already moving one organisation within the Group to another location, where the service will continue to protect their systems and data. We are also expecting the costs of the service to be predictable and linear, increasing and decreasing in line with the data we protect offsite."

Key benefits of the Asigra software solution for Opus Trust and Subsidiaries (Opus Trust, IdeasTap and Bancroft Wines) include:

- End-to-end protection of data across all systems, software and physical/virtual computing platforms.
- Simple to manage single interface for all data protection activities.
- Ability to recover data locally using the Asigra Cloud Connector Appliance or remotely from OnDemand Recovery.
- Flexibility in how the solution can be deployed to scale up or down depending up on the environment.
- Assurance in knowing data is secure with OnDemand Recovery's IT DR plan coupled with the Asigra VDR solution.

Asigra Cloud-Based Data Recovery Delivers

- Single integrated solution for all data protection needs.
- Flexibility to protect data according to customer preferences and scale based on business requirements.
- More efficient use of storage and network resources.
- Data encryption that secures data in-flight and at-rest.
- Confidence that data can be restored and recovered quickly from local or remote site.

"By working closely with Cisco partner Project Vision we have been able to realise the benefits of the Cisco Cloud Connector developed by Asigra for Opus Trust and Subsidiaries," said [Mark Saville, Managing Director, OnDemand Recovery](#). "Avoiding the need to add or re-use a discrete server for backup simplifies the network without placing any further load on the router. Cisco and Asigra solutions work very well together as you would expect from two such well proven technologies. Anything that makes backup and recovery simple and more reliable is a good thing for our clients."

“For those considering a modernisation of their backup infrastructure we strongly recommend Asigra’s cloud-based solution. The advantages are very clear once you see it in operation. Select a service based on secure and proven technology, from a service provider with a proven, referenced track record and a reseller that understands network infrastructure and systems. I would also recommend the use of a Cisco-based Cloud Backup Connector Appliance as the local backup server because of its simplicity and security,” added Johnson.

About IdeasTap

IdeasTap is an arts charity that supports creative people through opportunities, funding, jobs and career development. Since launching in December 2008, IdeasTap has awarded more than £1.5 million worth of direct funding and accompanying expert mentoring to emerging artists. Its membership currently stands at 98,000+ and its partners include BFI, Magnum Photos, Mother London, The National Theatre, Royal Exchange Theatre and Sky Arts. www.ideastap.com

About OnDemand Recovery

OnDemand Recovery are an Asigra Hybrid Partner, providing Cloud Backup and Recovery services in Public, Private and Hybrid Cloud configurations. We help our clients improve recovery outcomes, simplify backup, reduce their capital expenditure and ongoing costs through the provision of services that automate processes and remove human intervention wherever possible. At the 2013 Asigra summit in Toronto, OnDemand Recovery were recognised as Partner of the Year 2013, the most prestigious of all the awards presented. In both 2012 and 2013 we were also recognised for our work in social media to help organisations understand more about Cloud Backup and Recovery services.

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

