

Success Story:

Recovery Networks Modernizes Disaster Recovery with a Solution Powered by Asigra.



Recovery Networks Profile

- Based in Philadelphia, PA
- Disaster Recovery Services Company
- Named one of Philadelphia's Top Ten Fastest Growing Privately Held Businesses by The Philadelphia Business Journal and the Wharton School of Business
- Named one of the Philly Top 100 in 2009, 2010 and 2011
- Selected to SmartCEO Magazine's Future 50 Emerging Companies List in 2011
- Asigra Partner Since 2004



recovery networks
business continuity

Ensuring Business Continuity

The founders of Recovery Networks started the company to fill a void in the disaster recovery industry. The industry was still relying on the same, decades-old solutions, such as tape backups and self-service off-site data storage and unrefined cold-site services. Customers were using multiple, disconnected vendors. Disaster recovery essentially meant equipment and facilities rentals, not a set of integrated solutions that meet modern business requirements.

“Our partnership with Asigra has allowed us to assist enterprise organizations in deploying a cloud backup platform that not only meets their needs but becomes an integral part of their long term strategy.”

Tom Dugan, CEO, Recovery Networks

Recovery Networks changed all that. They united a number of licensed technologies, creating a comprehensive suite of services that provides secure and encrypted off-site data backup that have advanced disaster recovery capabilities that ensure business continuity. A main component of their services is Asigra Cloud Backup™ software.

The Competitive Advantage of Offering Asigra

“I purchased my first Asigra license in 2004 and have been a loyal Asigra user ever since,” said Tom Dugan, CEO of Recovery Networks. Part of his role is to constantly keep track of recent technologies and examine how Recovery Networks can best use them to help clients.

“We chose Asigra because it had all the features that other options did not – local storage, bare metal restore, agentless architecture,” said Dugan. “It gives us a competitive advantage when speaking to clients. Moreover, Asigra allows us to walk into larger environments and implement a Private Cloud solution whereby, in essence, we turn their IT Department into a Service Provider for their internal customers.”

Asigra enables Service Providers to store some or all backup data locally, as well as remotely. Since locally stored data can be backed up and restored at LAN speeds, local storage is an effective but low-cost tier of recovery. Asigra Bare Metal Restore allows lost data to be quickly recovered to any location throughout the enterprise without having to manually re-install

operating systems or configure hardware. As an agentless solution, Asigra doesn't need to be installed on every computer and server that needs backing up. Installed on a single machine, Asigra can reach out over the network and install all the files, operating systems and applications.

Being agentless means that Asigra is less-resource intensive, since it requires less processing power than agent solutions. Asigra creates times savings, because it eliminates the need to match agent revisions with operating system levels. And, perhaps most importantly, Asigra is more secure than a backup solution that uses agents because it doesn't require an open port on the firewall.

Quick Recovery, Fast Responses

“Our clients have benefited greatly from Asigra, even if they don't fully recognize the benefits,” said Dugan. “The Asigra Bare Metal Restore allows us to provide recovery quickly and easily for our clients. The agentless architecture of Asigra has allowed us to easily perform proof-of-concept projects without a lot of planning, since we don't have to install any software on production servers. With the local storage option, the client gets fast responses, which is extremely important for their recovery plans, and they are able to restore servers locally at gigabit speeds.”

“I've spoken with a number of companies who have tried using other solutions which may work fine in small environments, but for larger environments, Asigra does it best.”

Tom Dugan, CEO, Recovery Networks

A Sense of Community

By partnering with Asigra, Recovery Networks joined one of the most technologically progressive and advanced partner ecosystems in the industry. “There is a great sense of camaraderie among the partners, sharing what we do and how we do it has been beneficial to everyone,” said Dugan.

At the annual Asigra Cloud Backup Partner Summit partners gathered from around the world to share best practices on using Asigra software. “I've been to every Partner Summit and I love it,” said Dugan. “There are a lot of technical nuances that you learn about in speaking with other partners and their manner of using and deploying Asigra.”

Taking The Relationship To The Next Level

As Recovery Networks continues to provide their recovery services to a growing list of clients, they will maintain a close, mutually beneficial relationship with Asigra.

"I've spoken with a number of companies who have tried using other solutions which may work fine in small environments, but for larger environments, Asigra does it best," said Dugan. "Those other options fall apart once you get into a large amount of data."

"Asigra is the best backup product available I've seen, and the only agentless product," said Dugan. "I would strongly advise Asigra to any service provider who is looking for a backup platform."



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

