Asigra.

Success Story:

Southland National Insurance Corporation Dramatically Reduces Backup Window with Data Storage Corporation and Asigra Cloud Backup™.

Enterprise Customer Profile

- Alabama-based insurance firm
- IBM System i and Windows environment
- Data encrypted inflight and atrest

southland
NATIONAL
insurance

Organizational Background

Alabama-based Southland National Insurance Corporation has been an ever-growing presence in the pre-need insurance market since it was founded. Its primary focus is life insurance designed to fund pre-arranged funerals, or an insured's final expenses.

Challenges

To protect its claims documentation, Southland National had always relied on tape backup. The firm also had a SunGard recovery system contract; however, it was signed to simply fulfill specific audit requirements for the firm.

When VP of Information Services, Bentley Pearson joined Southland, he requested a third-party security audit of all of the company's IT solutions. "It was a very eye opening experience," said Pearson. "We had an old infrastructure that needed to get straightened out first, but the business continuity piece was always on my mind."

> "We reviewed the SunGard contract and found that it could not meet our recovery objectives at a reasonable price point. I was losing sleep because we did not have a recovery solution in place."
>
> -Bentley Pearson, VP of Information Services, Southland National Insurance Corporation

Selecting a DR Partner

Southland National selected Data Storage Corporation's SafeData DR, powered by Asigra, for data backup and recovery. "We put Data Storage Corporation through a nine-month boot camp to test the solution," explained Pearson. "We are very diligent at testing our products before we purchase them. We gauge the reliability of a vendor on how well they respond to potential customers' demands."

As the sole IT person at Southland, Pearson outsources the company's very complex, three-tier Windows environment to a managed services firm. He manages Southland's two System i networks, which include the life insurance administration system - the lifeblood of the business – in-house.

Southland National lives and dies on the System i.

"Being able to handle the complexity of our iSeries and Windows environments speaks volumes to Data Storage Corporation's capabilities," he added.

The Current IT Environment

Southland National runs a tightly integrated POWER5* technology-based IBM System i* 520 and managed Windows servers and applications. On the software side, the insurance company runs Falcon Systems Inc.'s life administration system.

The Data Storage Corporation SafeData DR solution, powered by Asigra, is a subscription-based service that provides online backup and recovery by giving Southland National remote access to mirrored data and a full functioning

recovery system within hours of a disruption.

With about a terabyte of Southland's data hosted on the Public Cloud, SafeData DR instantly transfers it off-site to one of the Data Storage Corporation secure data centers. All data is encrypted prior to transmission and remains encrypted "in-flight" and "at rest" to ensure protection and to meet today's compliance standards.

After the "initial seed" or first full backup is completed, all backups are then incremental at the block level, thereby, drastically reducing backup windows. Backups are fully automated and do not require any human intervention. Industry standard retentions are provided and customizable, and Southland's data is available for rapid restore at all times. If a disaster is declared and recovery is required, Data Storage Corporation restores Southland's systems and data, rapidly, from.

Results

> "DSC was very accommodating with our testing process. It was important that I ensure SafeData DR was the right solution before presenting it to management. We tested the product to the limit, negotiated a good price and are very happy with DSC."
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> -Bentley Pearson, VP of Information Services, Southland National Insurance Corporation

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