

## Case Study

### Thorogood Achieves Greater IT Value with Transition from Tape Backup to Cloud-Based Data Recovery



- Global Professional Services Firm based in the UK
- Transitioned from Symantec Backup Exec Appliance to a secure cloud backup service
- Hybrid cloud backup deployment with remote DR

THOROGOOD®

TIG

## SUMMARY

Business intelligence specialist and analytics consultancy Thorogood had previously relied on tape-based backup using BackupExec to protect data at its UK-based headquarters. As a large global professional services firm, Thorogood experienced an increasing number of challenges due to its manual backup and recovery architecture—particularly as the volume of data that needed to be backed up continued to expand. These issues included more complex storage requirements, excessive time needed by IT staff for manual tape management processes, and escalating costs in relation to these challenges. These reasons combined with the consultative support by TIG, UK, which provides disaster recovery and backup services powered by Asigra, precipitated Thorogood's decision to switch from tape to a cloud-based data protection platform.

## CUSTOMER OVERVIEW

UK-based professional services firm Thorogood is a business intelligence specialist and analytics consultancy. As a global independent management consultancy with offices in the United States, United Kingdom and India, the firm's customers are large, complex enterprises and organisations with demanding technology needs. As the organisation continued to grow globally, the amount of data in the firm's London headquarters expanded as well, and Thorogood began experiencing difficulty backing up the increasing volume of data using its tape-based backup system. As the time and expense of managing this data influx rose, it became clear that manual tape backup was becoming both inefficient and cost prohibitive. These factors led Peter Thomson, Infrastructure Manager for Thorogood, to seek a more economical and reliable backup and recovery system.

## BUSINESS SITUATION

Prior to 2012, tape backup via Thorogood's 4TB BackupExec appliance had been the primary data protection technology for its London headquarters. Yet as the firm grew and the volume of data that it needed to backup and protect increased, it became increasingly cumbersome to manage the manual process of the tape-based system. With plans to move offices, Thomson and his team needed to ensure all of their data was safely backed up prior to the move to

## ENVIRONMENT

- Large global professional services firm with headquarters based in London
- 11 TB of internal data housed on MS Exchange and virtual servers (compressed to 3.5TB of data)
- Hybrid cloud backup deployment with both high performance local recovery and remote disaster recovery capabilities

## ASIGRA CLOUD-BASED DATA RECOVERY DELIVERS

- Single integrated solution for all data protection needs
- High-performance data recovery compared to tape
- Policy-based protection based on the user's IT environment and recovery requirements
- Ability to transition internal IT resources to more strategic operations
- Data encryption that secures data in-flight and at-rest

avoid the possibility of data loss. Although the firm has its own storage facility in Bangalore, communication challenges with that location necessitated finding another solution. In preparation for the move, Thorogood sought a third-party, cloud-based data recovery option—both to increase efficiencies over tape backup and to save budget by avoiding the need to purchase its own storage system.

Under Thomson's direction, the firm selected **TIG, UK**. TIG is an award-winning IT firm that provides Cloud Services, Managed Services and Transformational Services. By offering dramatically faster and more reliable recoveries, the new backup solution from TIG promised to free up IT time spent on manual backup while stretching budget dollars for data protection further.

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From our perspective, it was a no brainer to invest in cloud backup services to solve the problems created by tape-based solutions. We liked that the TIG-Asigra solution offered instant offsite storage and created a virtual environment where we could get up and running quickly. Everyone at TIG knows what they are doing—they are very knowledgeable and know the product inside and out.”

**Peter Thomson**  
Infrastructure Manager, Thorogood

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## SOLUTION

In preparation for the move, TIG backed up Thorogood's 11 TB of internal data consisting of MS Exchange and virtual servers in their London office to TIG's public cloud data center. With the new solution's 4:1 compression ratio, TIG was able to dedupe and compress the 11TB down to just 3.5 TB.

TIG's cloud backup service was deployed in a hybrid configuration without agents across Thorogood's distributed enterprise. The solution is powered by Asigra software, the industry's leading agentless cloud-based data recovery software with more than one million installations worldwide.

The agentless software is built for efficient operation and easily integrates with public, private, and hybrid cloud architectures. Thorogood highlighted the following capabilities as key factors for selecting the solution:

- Simple, centralized backup that eliminates the need for multiple point solutions
- Highly scalable design that expands as the company's needs require
- High level of product support from TIG
- 4:1 ratio for data compression
- Platform independent support for IT environments with international distribution

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“The Asigra solution mitigated the increasingly complex backup infrastructure that was putting pressure on Thorogood's IT operations. The change to a cloud-based data recovery solution consolidated and simplified processes through automation, returning valuable IT assets back to the company,” said George Georgiou, Sales Director, TIG. “Thorogood now enjoys greater peace of mind, knowing the firm's data is secure across its sphere of operations without impacting IT operations.”

**George Georgiou**  
Sales Director, TIG.

## RESULTS

Having completed the rollout of the Asigra solution, Thomson expressed satisfaction with both the cloud-based data protection system and the high level of product support from TIG, which house all of the firm's production data. As a next step, Thomson plans to use cloud backup services powered by Asigra to backup data residing in Thorogood's remote offices.

Thomson noted the top three advantages that the solution has brought to the firm were instant offsite storage, quick implementation of a virtual backup environment, and enhanced data security through reliable disaster recovery. With manual handling of tape a thing of the past, the IT team is now freed up to focus on other strategic initiatives. The 4:1 compression ratio enabled by the Asigra solution is another area that Thomson appreciates, with 11TB of data now compressed to just 3.5TB.

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“We not only like the product, but the support from TIG is excellent. We are very impressed with TIG, and enjoy a much higher level of confidence in knowing we have a reliable solution for backup and disaster recovery when we need it.”

**Peter Thomson**  
Infrastructure Manager, Thorogood

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## 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-class 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 patent-pending 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. In 2014, Asigra Cloud Backup was also named the [Top Enterprise Backup Solution](#) by Storage Magazine. More information on Asigra can be found at [www.asigra.com](http://www.asigra.com).

More information on Asigra can be found at [www.recoveryiseverything.com](http://www.recoveryiseverything.com)



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