

Bluelock Disaster Recovery-as-a-Service Solution Slashes Disaster Recovery Costs in Half for Financial Services Company

A nationally licensed accounts receivable management company relies on their mission-critical call center application to keep business going. Because their company uses sensitive information, their biggest concern is data security and protection, particularly in the event of a disaster. After weighing the pros and cons of cloud-based and traditional disaster recovery options, this financial services firm entrusted Bluelock's Disaster Recovery-as-a-Service (DRaaS) solution to protect and guarantee their business.

Why Disaster Recovery-as-a-Service?

This financial services company is licensed in all 50 states for collections. The collections work in their highly regulated industry is database-driven and every hour they experience down time, the company loses money. Lost data makes the company vulnerable to regulatory penalties.

Therefore, it is critical to have a robust disaster recovery plan that will work no matter what. With only a few members in their IT department, implementing a disaster recovery strategy internally was intimidating. They knew it would take time and money, especially to keep their production and recovery systems in sync on their own.

With Bluelock Disaster Recovery-as-a-Service, the company's data is replicated in real-time over a private network and application recovery time is estimated at less than one hour. Because the solution utilizes Continuous Data Protection (CDP), all data changes are sent immediately to the cloud, keeping the systems constantly in sync and preventing data loss. Plus, since they chose a cloud-based platform rather than traditional colocation, they don't need to procure additional gear as the company grows. The solution is fully managed, keeping their small IT team focused on strategic initiatives, not DR, but allows them the peace of mind knowing that they and their clients are covered in the case of a disaster.

"This is a huge selling point to our future clients," stated the CIO of the company. **"Having a recovery time under an hour is not only fast, but reliable and worry-free."**

Traditional vs. DRaaS

Weighing the pros and cons of building out a traditional colocation recovery solution, compared to a managed cloud Disaster Recovery-as-a-Service solution, was no quick decision for the financial services company, but when they laid out the numbers, it was an easy one.

When it was all put down on paper, the savings from choosing DRaaS over a traditional or DIY solution was **greater than 50% per month compared to colocation recovery solutions.** That savings doesn't even factor in their personnel costs for managing the collocated site and overseeing the data protection. DRaaS afforded their team the luxury of not needing to manage the solution on a daily basis.

By choosing Bluelock, the company happily realized the service they received went above and beyond their expectations.

"Bluelock met our client and regulatory core requirements, they were dynamic and scalable and offered geographic protection," said the CIO. **"Not to mention they are there for us 24 hours a day, seven days a week, 365 days a year."**

Why Bluelock?

- Reliability and recovery confidence
- Half the cost of a traditional colocation recovery solution
- Automatically scales recovery protection as their business grows
- Exceeds base security requirements for Disaster Recovery-as-a-Service

Prior to fully evaluating Bluelock Disaster Recovery-as-a-Service, this company believed that going with an as-a-Service route would ultimately limit their control. Once they began working with Bluelock, they realized the opposite was true. They gained more control over their data and applications with Bluelock's management tools like Bluelock Portfolio™, where they could check in and manage their monthly spending, resources and recovery objectives with full transparency.

"We honestly have more control. We feel like all of the engineers are a part of our team. They have immediate responses whenever we need them and they are always accessible," said the CIO.

Ultimately, the decision to rely on a DRaaS solution over a traditional colocation process came down to reliability, cost and confidence. This financial services firm can confidently say that their data is protected and the decision to invest in Disaster Recovery-as-a-Service with Bluelock was "a no-brainer".