

New business continuity services help Beallor&Partners reinforce position as trusted advisor

By Dennis Beallor, Jeffrey L. Beallor

The risk businesses face from data loss can be devastating. As a result, in complying with local regulations and professional requirements, we believe it's critical to ask clients not only whether they are backing up their data, but also whether they can recover it and if the process has been tested.

In response, our firm recently expanded its consulting and technology services to help companies minimize the risk of data loss and protect their operations in the event of a disaster. Through a relationship with Global Data Vaulting, a strategic provider of fully managed online data backup, offsite data storage and business continuity services, we now offer business continuity planning and secure managed data backup services that help reduce the time and cost of service interruptions, and enable companies to efficiently comply with data retention requirements as outlined in the Health Insurance Portability and Accountability Act (HIPAA), the Sarbanes-Oxley Act, and other government and industry regulations. By teaming with Global Data Vaulting, we have an immediate and proven service that generates new revenue for our firm and helps us build stronger relationships with our clients.

Delivery of business continuity services is a logical and essential extension of the CA's and CPA's role in today's volatile business environment. Clients look to us to be a sounding board to help protect their interests and initiate new ideas for business growth. By expanding our practice, we can strengthen our position as trusted partner and advisor, and help our clients prosper.

Indeed, it's a huge win for all involved. Take for example our client Rosedale Livery Ltd. As one of Canada's largest executive car services in a competitive industry, it's imperative that drivers are dispatched on time and that clients can reserve services whenever needed. Because Rosedale Livery's order entry system is at the heart of its service, executives must ensure that business-critical data is backed up every 30 minutes and can be restored within 30 minutes. Working with Global Data Vaulting, we could help Rosedale Livery achieve this goal.

For clients, such as Rosedale Livery, these services provide a crucial understanding of how a business would be affected by an outage and a strategic solution for any deficiencies. In turn, we gain a valuable engagement that helps us grow our practice and strengthen our standing as a valued business partner.

For more information about delivering business continuity services to your clients, contact John Demianiuk, CIO, Global Data Vaulting, at johnd@gdv.ca.