

Global Data Vaulting and Avitar help companies effectively protect business data.

Overview
Avitar Solutions, Inc. Farmingdale, NY www.avitarsolutions.com
Industry <ul style="list-style-type: none"> Information Technology
Employees <ul style="list-style-type: none"> 6
Products <ul style="list-style-type: none"> IBM Tivoli® Storage Manager IBM System x™
Business Partner <ul style="list-style-type: none"> Global Data Vaulting, Inc



“Working with IBM and Global Data Vaulting, we’ve been able to help small-to-medium sized businesses improve business continuity at a fraction of what it would traditionally cost.”

— Charles Tramantano, President, Avitar Solutions

Global Data Vaulting Inc. (www.globaldatavaulting.com) is a leading Software as a Service (SaaS) provider of fully managed automated on-line data protection, archiving and recovery solutions for critical data. The company’s services include business continuity evaluations, backup and recovery strategies, and project management assistance.

Challenge

Since 1992, Avitar Solutions has partnered with businesses to devise and integrate world-class enterprisewide IT solutions that help optimize business performance and profitability. Today, data driven threats such as data corruption, theft and loss are more costly than ever. Because of this, Avitar wanted to ensure that its clients could rapidly recover information when needed. Avitar had deployed Veritas software at client sites to help automate backup processes, but found that its customers required extensive training to use the software. As a result, Avitar staff was frequently called away from other business-critical projects to handle backup processes and verify that data was being appropriately backed up. To improve service delivery while helping clients minimize risk, Avitar needed a cost-effective alternative that would enable its staff to focus on other business-critical needs.

Solution

Avitar teamed with IBM Business Partner Global Data Vaulting to provide a fully managed online data backup solution that could be delivered as a service. This model enables the company to offer a robust enterprise class solution while providing a cost-effective alternative over traditional packaged applications. Through GDV’s secure backup service, Avitar can help its clients reduce the risks associated with data loss and more efficiently address compliance with regulatory data retention requirements. Using IBM Tivoli Storage Manager, GDV centralizes and automates data protection processes from its data center in Toronto. This includes providing secure scheduled backups of changed data, monitoring scheduled events to ensure completion, recovering data when needed and archiving information according to business policies. As a result, Avitar customers have increased the frequency of their backups while reducing backup costs by up to 40 percent. In fact, for just \$3 a day, one Avitar client can now back up

critical data each hour, instead of nightly, considerably reducing its risk in the event of data loss. At the same time, Avitar executives can better focus on managing client infrastructures while providing a value-add service that enhances customer satisfaction. This is helping Avitar cement customer relationships and increase revenue. Because the resiliency and responsiveness of this service is of paramount importance, GDV uses IBM System x technology as the platform for Tivoli Storage Manager software.

Benefits

- Able to provide enterprise-level backup and recovery services for as little as \$3 a day
- Reduced backup and recovery costs by up to 40 percent
- Increased revenue through greater customer satisfaction and loyalty

“We’ve helped our clients considerably reduce the risks of data loss and more effectively comply with regulatory data retention requirements by using IBM Tivoli storage management solutions.”

— Jeffrey Beallor, President, Global Data Vaulting



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