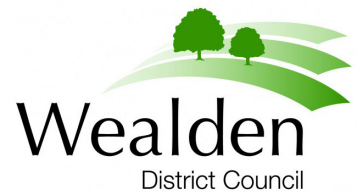


CASE STUDY

WEALDEN DISTRICT COUNCIL

Wealden District Council (WDC) is located in east Sussex, just east of Brighton and south of London. The District has a total area of 322 square miles, a population of approximately 155,000, and is headquartered in Hailsham.



THE CHALLENGE

WDC, like much of the UK public sector, is faced with ever-growing budget restrictions and has to make savings wherever possible whilst maintaining the same functionality that the council is used to. This was relevant when the previous contract for their cloud backup service came up for renewal.

WDC has used the Asigra solution in a private cloud setup for many years, and is happy with the technical capabilities of their solution. The primary goals of the project were to maintain technical capabilities, reduce costs of the current solution and bring more flexibility to the pricing model. There was also a secondary goal to archive data using the Asigra solution without incurring further cost.

Whilst cost saving is important the required standard of service has, if anything, increased over the last few years. The importance of data in today's world has increased significantly and consequently raised the stakes of management, security and redundancy of critical data.

Information held by public bodies can be of a personal or sensitive nature relating to residents and public services. Having a secure and reliable backup solution in place has therefore become an even more important part of a good overall data protection strategy.



WHY FANTASTIC CLOUD SERVICES?

FCS, an experienced Asigra provider, submitted a proposal based on Asigra's Recovery License Model (RLM). The RLM proposal had several benefits over WDC's existing supply. Firstly, it allowed WDC to reduce its costs. This was possible because RLM reduces the base cost of the Asigra solution, and charges customers based on how much data they recover. As WDC recovers a very low percentage of its data, costs remain low.

WDC had the aim of maintaining technical functionality, and so wanted to carry on using Asigra. Not only was this possible, but the overall solution was improved as WDC benefitted from using new features available in RLM.

Another key goal was improving flexibility. RLM allows costs to be saved if there is a reduction in requirements. If WDC ever decides to reduce their capacity requirements, they will benefit from a reduction in cost. The previous arrangement did not allow for this, and WDC would be stuck with higher costs despite their usage potentially dropping.

WDC also wanted the option to archive a portion of their data, further helping to reduce cost by migrating data to lower cost storage. With their previous supplier, this was only possible if specific archive license was purchased, therefore adding additional cost and potentially leaving existing capacity unused. The RLM however allows WDC to exchange existing licence for archive licence without further cost, so WDC can archive data as and when they need to without incurring additional cost.

THE BENEFITS

WDC was able to meet its key goals of reducing costs, maintaining technical capabilities, and making the pricing model more flexible to changes in their requirements. WDC was also able to achieve its secondary goal of moving some data to archive without incurring further charges to the Asigra solution.

NEXT STEPS

To see how FCS and the Recovery License Model could help you reduce costs of your backup solution visit our Hybrid Cloud Backup page:

<http://www.fantasticcs.co.uk/Hybrid-Cloud-Backup/>

