



Blueshift Data Protection Customer Case Study

Success Story

Premier Japanese Investment Firm Addresses Disaster Recovery Requirements with On-site Off-site Data Backup and Recovery Solution.



Investment Firm Profile

- A premier financial services firm established over 50 years ago
- Headquartered in Tokyo, Japan with offices around the globe
- Listed on Tokyo Securities Exchange (TSE)
- Over 2,000 staff
- Services to thousands of customers in Japan and abroad

The Business

The client is a leading investment banking and securities firm providing a wide range of financial services to corporations, financial institutions and individuals. Today, the client has a team of over 2,000 service and operations professionals working around the globe to deliver premium products and services.

Founded over fifty years ago and headquartered in the heart of the Tokyo's financial district the client has a rich history of customer success and continues to aggressively grow its capitalization and market share. Leveraging business operations in major international financial centers they remain uniquely positioned to offer premier services to its growing community of customers well into the 21st century.

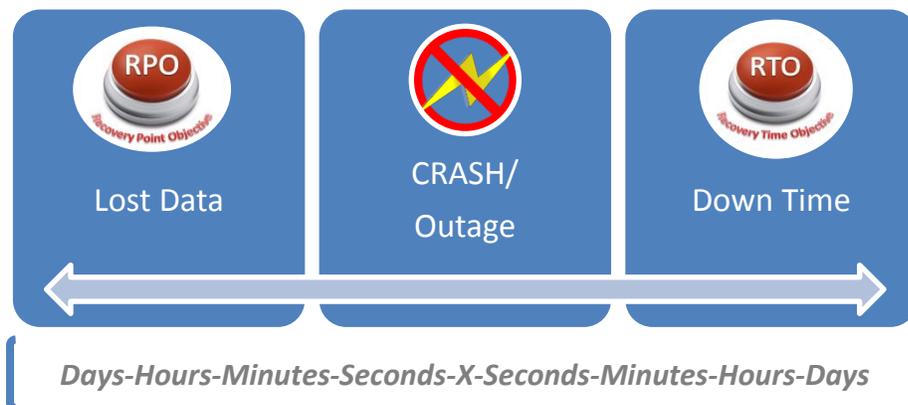
Information Technology Environment

The client's main IT infrastructure resides in Tokyo with their servers being an equal mix of Windows and Linux. They used traditional tape backup LTO-3 solution from Symantec for a majority of their data backup and recovery needs. A standard grandfather, father, son (GFS) backup strategy was used with daily, weekly and monthly backup tapes sent off-site using a tape storage truck service.

As with all financial service firms, network and data security are very important factors. The client had an aggressive data security policy but not all tapes were being encrypted because tape encryption was causing backup windows to overlap with business hours. The tape backup system was just over 3 years old but already internal data recovery requests were viewed as too slow and recent errors during recovery requests were making matters worse.

Disaster Recovery (DR) Requirements Drive Change

The IT team was already struggling to complete daily backups within the eight hour daily backup window which was 10pm-6am when a newly approved DR initiative required recovery time objectives (RTO) and recovery point objectives (RPO) be within two hours. With their problematic tape backup solution in mind the IT team quickly realized that a faster data backup and recovery solution would be needed to meet the new corporate objectives.



The IT team had just over six months to identify, test and implement a data backup solution that would meet their new DR requirements. Additionally, the new solution would need to be able to backup their current environment which included a number of older OS versions still running legacy applications. Some older servers were no longer being backed up because support for Windows 2003 was no longer available. The staff responsible for these older servers requested that the new backup solution be able to support these servers so that they could retire the backup scripts.

With Blueshift, Easy Deployment & Faster Restores

Within two months a list of eight potential vendors was whittled down to three. Of the remaining three vendors Blueshift eventually won the project opportunity for the following reasons:

- Vendor Meets All Requirements – the Blueshift was the only solution that met all the client's business and technical requirements.
- Agent-less Solution – the Blueshift solution was unique as it's agent-less – no backup software needs to be installed on servers or other devices saving real time and money.
- Low Upfront Cost – as a service Blueshift's offering was the lowest priced because there were virtually no upfront costs.



“We were struggling to identify a backup and recovery solution that addressed all our current needs plus recent RTO & RPO requirements. We were very fortunate to find the Blueshift Data Protection service which addressed our current needs while also allowing us to plan for the future virtualization of many of our systems.”
Senior IT Manager, Client Bank

Agent-less = Service Flexibility & Improved Security

Whether using physical devices or virtual machines an agent-less solution offer a non-disruptive way to backup business critical data. Unlike traditional backup software which requires the installation of software agents on every device Blueshift delivers data backup and recovery agent-lessly.

Today data security is at the forefront of almost any Information Technology (IT) solution. The use of agents with a data backup solution either tape or disk-to-disk (D2D) product, have a direct impact on data security as a firewall port must be opened for every agent to transfer data. Since almost every agent has administrative privileges, it effectively creates vulnerabilities in the IT architecture. Agent-less backup doesn't have agent based security risks and customer data is encrypted in-flight and at-rest.

Technical Support

Blueshift supports customers with backup policy creation, retention settings, scheduling, restore, testing , training and more. Whether you are calling during normal business hours or in the middle of the night, we make ourselves available to assist clients or partners.

About Blueshift

Blueshift is a leading provider of data protection services delivering secure, off-site, disk-based, data backup, recovery and archiving solutions for clients ranging from small, medium-sized to large organizations. Clients rely on us as they face explosive data growth, increasing regulatory compliance and highly focused data security threats. Delivered as a public or private cloud service, our offerings effectively reduce client costs, decrease the risk and improve service levels in the client's own IT environment. More information on Blueshift can be found at www.dataprotect.co.jp