

AGC Networks

The Case Study

AGC Networks Finds Ideal Partner in Quorum

THE INTRODUCTION: WORD OF MOUTH LANDS QUORUM ON AGC NETWORKS' LIST OF DR OFFERINGS

He doesn't remember who first suggested AGC Networks take a look at Quorum, but that doesn't much matter now: Mark Lindgren says AGC hasn't looked back in the four years since they began offering the one-click backup, recovery and continuity DRaaS solution to their U.S. customer base.

"We hadn't offered disaster recovery before, but we looked into [Quorum], tested it with some of our customers and had good feedback on it," Lindgren, vice president of sales at AGC Networks, recalled. "We found the company itself fit well in our ecosystem of partners."

Of course, that's all that really matters—that and happy DR customers, 40 of which now rely on Quorum for DRaaS.

THE IMPACT: ONE-CLICK DISASTER RECOVERY OFFERING FOR U.S. CUSTOMER BASE

Indeed, the Quorum DRaaS solution has been popular among AGC Networks' customers. The draw, Lindgren said, is the one-click restoration of data, applications and systems.

"Most other solutions are very complicated, time-consuming and expensive," said Lindgren. "They do nothing to mitigate system downtime, which severely impacts our customers' revenue and reputation. Quorum provides peace of mind for our customers. They know that with one click, their applications will be up and running, even if their servers go down. It's very appealing to IT professionals."

Like other Quorum partners and customers, Lindgren hails Quorum's sales and engineering teams for their continued help. "Quorum is very responsive and accessible; the company's engineers are very involved and willing to accompany us on sales appointments and give demos of the product. This is key in any good partnership."

"Altogether," he continued, "Quorum has been the ideal partner all around."

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MARK LINDGREN
Vice President of Sales

