

# Arizona Medical Board

## The Case Study

### Arizona Medical Board needed to update their tape-based backup solution for faster recovery.

#### BUSINESS CHALLENGE:

Arizona Medical Board (AZMD) relied on tape backups that were sent to another offsite state agency. Their IT environment includes multiple physical servers, virtual hosts and guests that house all data, physician, and regulatory information. AZMD was looking for a disaster recovery solution since they weren't comfortable with the level of backup a tape-based solution provides and were concerned it exceeded their RTO and RPO standards for recovery. If an incident were to occur, a lengthy process was involved: rebuild entire infrastructure (hardware, software), retrieve then recover tapes, restore data, etc., resulting in a multi-week outage.

#### THE SOLUTION:

The Board evaluated several solutions, but found them to be either too complicated or too expensive. onQ™ stood out as being unique among alternatives since it's easy to use and offers complete disaster recovery within a pair of appliances. "With a normal DR solution, we'd have to duplicate our entire infrastructure offsite, which would involve purchasing multiple servers, and more. We chose onQ™ because it's an all-in-one solution that gives us complete disaster recovery within a pair of appliances, saving us money and eliminating unnecessary overhead," said James Gentile, AZMD chief information officer. "We love the ease and simple elegance of onQ™."

#### BUSINESS BENEFITS:

- Overall cost is "significantly less than other solutions."
- Ease of use and implementation—"very easy for us to install and keep the solution up and running."
- Strong technical support—"I've dealt with a lot of vendors over my career and this is one of the easiest processes I've gone through. We're very, very happy."

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JAMES GENTILE  
Chief Information Officer

