Bear Valley Community Health

Quorum Case Study

The Challenge: Ransomware Attacks Targeting Healthcare

Vulnerability is what keeps Jon Booth, the Director of IT of Bear Valley Community Health, up at night. He is looking for a solution that not only patches vulnerability, but can also easily recover when a disaster hits. According to Jon, the main concern is ransomware hackers because "the attack surface of health care is huge. The medical record is a coup de grace of hackers… if they attack medical records, they get everything – financial, medical, demographic, family… [Hackers] have realized healthcare is where to get it all, and we are experiencing exponential increases in attacks."

Many of Jon's colleagues were unfortunately attacked by ransomware, and Jon sought to prevent Bear Valley Community Health from becoming an additional victim.

The Solution: A Robust Solution that's Simple to Use at a Reasonable Price

When evaluating other backup and recovery solutions, Jon considered HYCU and VEEAM, but their price points were beyond Bear Valley's budget. When presented with Quorum's solution, Jon commented: "We could afford it. It satisfied all our needs and more."

Additionally, they were looking for a solution that is simple to use. "We were looking for a solution that you didn't need a Ph.D to operate. Every DR solution I've implemented everywhere else I've ever been for 30 years, the learning curve was astronomical." Quorum was selected as their solution because it is robust, affordable and simple to use.

PREVIOUS SOLUTION:
Manual

CONSIDERED SOLUTIONS:
Veeam, HYCU

INDUSTRY:
Healthcare

ABOUT BEAR VALLEY COMMUNITY HEALTH:
Located in Southern California, the Bear Valley Community HealthCare District Foundation was formed in December, 1996 as an ongoing source of fundraising and public relations for the HealthCare District.

ESTIMATED REVENUE:
$20M - $25M

WEBSITE:
https://bvchd.com/

Quorum
1-Click Instant Recovery

The Results: Greater Confidence and Better Sleep

After implementing Quorum, Bear Valley now has a complete solution for data backup and disaster recovery from top to bottom. Backups testing is now automated to ensure that backups are fully functional once they hit the restore button. But what gave him the greatest confidence was Quorum's ease-of-use. Everyone within the IT department, even the entry-level employees, can operate Quorum effortlessly. "It is extremely easy to operate [Quorum]. There are tons of software you can learn that doesn't do a thing. Quorum is not like that." The ease-of-use is what gives Bear Valley the confidence that their business can continue to operate despite a disastrous event.

Jon also found comfort in Quorum's ability to provide appliance-based backup and recovery. From his experience, backups from software solutions are not as reliable as hardware backups because the backup files would be corrupted. "I have complete confidence that my backups would not be corrupted [because of the Quorum's appliance]. A lot of folks using software to server backups can't say that."

With Quorum, Bear Valley now has more reliable backups. With Quorum's ease-of-use, they can also easily recover should a disastrous event occur. "Once I got this solution, I slept a whole lot better", said Jon. "When [disaster] does happen to us, we're going to be in a lot better shape than our peers."

"Quorum is ridiculously easy to learn how to operate. To be able to operate this effectively out of restore and backup, is incredible. I think it's a very elegant solution, a very well thought out and a very well-designed solution."

JON BOOTH
Director of IT