

# California Bankers Association

## The Case Study

### Quorum Hybrid Cloud is Only DR Solution to Provide Both Onsite High Availability and Instant Recovery via the Cloud

#### BUSINESS CHALLENGE:

The California Bankers Association (CBA) provides its member banks with resources, such as compliance software or insights on the industry, to help banks succeed in California's dynamic marketplace. At its Sacramento headquarters, CBA employs a mix of nine physical and virtual Windows-based servers running Microsoft Exchange for mail, Microsoft Dynamics SL for accounting, SQL database and Microsoft Dynamics CRM for membership. Previously, CBA had been backing up to tape, but backups were often unpredictable and having to send tapes offsite was hard to manage. CBA was looking for a multi-functional solution that would not only provide high availability for email and other key applications, but allow for automated backup and disaster recovery as well.

#### THE SOLUTION:

CBA looked at several solutions including those from Zenith and Axcient, but found that in order to obtain the multi-functionality they needed, multiple vendors were required. "To get high availability, automated backup and disaster recovery, we would have to sign up several different providers, which is very expensive," said Randy Mateo, IT manager, CBA. "With the Quorum Hybrid Cloud solution, we get an onsite appliance for high availability, plus instant recovery via the cloud. We like that Quorum operates the DR site, since it minimizes management of a DR site for us and is much more cost-effective than if we had to maintain it ourselves."

#### BUSINESS BENEFITS:

- Cut recovery time from three days (previous tape) to "mere minutes" (with Quorum Hybrid Cloud) while providing easy and instant access to data in the cloud without having to ship out a CD or hard drive.
- Simplicity and ease of use very important, given CBA's small IT staff.
- Unique, one-click test ability to easily test DR plan without affecting production servers.
- "GREAT support team!" Resolved issues

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RANDY MATEO  
IT Manager

