

## InPursuit Solutions

*"We were using tape and local disk backup, both of which can get damaged and cause data loss or corruption. In the case of a natural disaster, if the disks and tapes aren't located offsite, the data is totally gone. If your data is worth protecting, it should be protected both onsite and offsite for maximum security."*



### **Axcient Enables InPursuit Solutions to say, "Goodbye to the Pain of Old Tapes and Disk Backup"**

Headquartered in San Jose, California, InPursuit Solutions is an IT solution provider that uses the Axcient solution to protect sensitive financial documents for the clients of its parent company Petrinovich Pugh & Company LLP (PP&C). When PP&C went paperless in 2002, management knew they needed a data protection solution that could accommodate the dramatic growth of digital data and the unique challenges that were associated with managing it. Most of InPursuit Solutions' clients are small businesses and high-net-worth individuals who store a lot of sensitive financial documents. The company has 50 professional employees and downtime is very expensive. Like many small businesses that face the storage of increasing amounts of data, InPursuit Solutions needed a complete data protection platform that included not only local backup and automated remote disaster recovery capabilities that could grow with them, but one that offered business continuity features. Naturally, testing and validation had to be performed to ensure that the Platform was safe, scalable, reliable and cost-effective.

### **Risk of Data Loss a Driving Force Behind Choosing the Axcient Solution**

Prior to Axcient, InPursuit Solutions had relied on a local tape and disk backup recovery system. The problem was that the process was tedious and had mixed results. Tapes were often damaged and the disks were prone to breaking which left their clients' data and business at risk. Tapes were also infrequently sent offsite, leaving open the real possibility of a catastrophe including local data corruption or even a fire.

### **InPursuit Solutions Demanded a More Efficient Way to Store and Protect Data**

Sean McLean, IT Director at InPursuit Solutions, understood the various types of solutions available to small businesses and knew that an Internet or "Cloud" based solution was not the answer. McLean discovered that though backups to the Cloud didn't cause too many issues, the problem was the length of time needed for even rudimentary file recovery. He wanted a turnkey on-site data backup and replication management appliance that also included automatic and transparent off-site cloud-based storage and services. "With Axcient, we can backup all of our data locally at gigabyte speed and supplement that with Axcient's off-site service for disaster recovery purposes at our leisure," McLean said.

*“With Axcient we pay significantly less, plus it’s easy to manage because it’s central and remote, which means we free up time and resources so we win both ways.”*

### How Axcient Stepped up to the Challenge

InPursuit Solutions chose the Axcient hybrid software-plus-hardware-as-a-service solution because their data is protected in two ways: a data protection appliance stays onsite for local backup, plus data is transferred online and stored by Axcient in a secure offsite data center for disaster recovery purposes. **Axcient is a self-managing, agentless solution which means it can be easily installed in any customer’s environment, regardless of the mix of computers and operating systems.** Because of this, deployment doesn’t require any software installation or infrastructure integration. Unlike its cloud-only competitors, Axcient restores lost data in minutes, not days or weeks in the case of other online solutions, and ensures data is readily available if a catastrophic event or failure occurs.

With Axcient’s pay-as-you-grow model, InPursuit Solutions is able to scale cost-effectively as their data grows. When they need to upgrade their existing appliance to something larger in the future, Axcient has built in an Appliance migration tool that handles the data transfer efficiently. In addition, Axcient’s web-based management platform requires no software installation and is securely accessible from any location over the web. The remote management console allows for centralized administration of the backup environment, quick setup and fewer management hours.

“Our previous solution was costing more than \$5,000 per year in hardware, software licensing, disks and tapes, plus the cost to properly manage the infrastructure in case of a disaster,” says McLean. “With Axcient we pay significantly less, plus it’s easy to manage because it’s central and remote, which means we free up valuable time and resources so we win both ways.”

Sean McLean  
IT Director, InPursuit Solutions

