datto

How Ancero Delivers Top-Notch BCDR

SINCE IMPLEMENTING DATTO, WE'VE SEEN AN INCREASE IN EFFICIENCY, SECURITY AND COST SAVINGS.

Mitch Borochaner
Manager of Pre-Sales Engineering, Ancero

It isn't easy to keep a client's business running no matter what. Especially when that client is located in a flood-prone area with unreliable power. Luckily, Ancero, a managed service provider (MSP) operating out of Mount Laurel, NJ, is there to help. In addition to serving as an MSP, Ancero provides clients with cloud-based communication solutions, private cloud storage and various other services. Ancero does whatever it takes to keep their clients in business, as is the case for a pharmaceutical company. According to Mitch Borochaner, Manager of Pre-Sales Engineering at Ancero, some of the pharmaceutical company's major pain points included the constant need for generators to account for their faulty power utilities at the office and the threat of flooding. During Hurricane Sandy, New Jersey was hit with $30 billion in damages, so flood-related costs can be a major threat. Eventually, they decided enough was enough and the pharmaceutical company relocated to a new office with a more reliable power source, solving a large chunk of their downtime threat. However, Ancero still has their hands full.

"If there's a disaster, their primary data such as marketing files, design work and sensitive customer information is not easily replaceable without additional labor and huge costs. Therefore, we have to keep all data secure and readily available via restore," said Borochaner.

Prior to leveraging Datto, the client was relying on on-site backup only. According to Borochaner, the solution was unreliable and insufficient for the problems they were encountering on a regular basis. Luckily, there was a quick solution - to swap out the old, unreliable backup for a tried-and-true Datto solution.

"Datto provides a solution that combines local BCDR with a cloud component. It gives us and our clients a true BCDR solution offering security and peace of mind when it comes to protecting sensitive data. It also provides easy access and faster file recovery through innovative, patented technology like Datto's Screenshot Verification, which takes backup a step further by frequently and automatically validating backup integrity immediately after completion," said Borochaner.

According to Borochaner, Ancero has successfully simulated disaster recovery tests twice with the client. Without Datto, he estimates it would take weeks or even months for their client to fully recover if hit with a major disaster. "Since implementing Datto, we've seen an increase in efficiency, security and cost savings.

We've also drastically reduced any pending downtime for our client. The use of a consistent BCDR solution across our client base allows us to be more efficient with service delivery while effectively protecting critical data and minimizing the threat of downtime," said Borochaner.

About Datto

Datto is an innovative provider of comprehensive backup, recovery, and business continuity solutions used by thousands of managed service providers worldwide. Datto's 200+ PB purpose-built cloud and family of software and hardware devices provide Total Data Protection everywhere business data lives. Whether business data is on-prem in a physical or virtual server, in the cloud, or in SaaS applications, only Datto offers end-to-end recoverability and single-vendor accountability. Learn more at www.datto.com.

"

DATTO GIVES US A TRUE BCDR SOLUTION OFFERING SECURITY AND PEACE OF MIND.

Mitch Borochaner
Manager of Pre-Sales Engineering,
Ancero

Corporate
Headquarters
Datto, Inc.
101 Merritt 7
Norwalk, CT 06851
United States
partners@datto.com
www.datto.com
888.294.6312

Global Offices
Norwalk, CT   888.294.6312
Boston, MA   800.571.4984
Toronto, CAN   877.811.0577
Reading, UK   +44 (0) 118 402 9606
Sydney, NSW   +61 406 504 556
7/14/16