

Microtrading Saves the Day

What does a Charity and a Commercial Property Service have in common? For both companies, data is essential.



WE FUNDAMENTALLY RELY ON THE IT SYSTEM TO DELIVER SERVICES TO OUR CLIENTS AND SIMPLY CANNOT AFFORD TO BE WITHOUT THIS FOR ANY PERIOD OF TIME.

Michael Howard
Sports Leaders UK, IT Manager



Two Companies, One Problem

What does a not-for-profit organisation and a commercial property service have in common? A managed service provider who knows what's good for them! These companies are arguably from opposite ends of the spectrum and their businesses function in entirely different ways—but downtime would be damaging for them both.

No business wants to deal with unnecessary downtime, but for KWB, a commercial property service based in the Midlands, it needs to be avoided at all costs. The industry in which they operate is fast-moving, competitive and incredibly lucrative. KWB's fourteen staff frequently work remotely, so an all-encompassing, end-to-end solution was vital. The information they deal with is confidential, so encryption is vital.

In stark contrast, Sports Leaders UK an independent charity, funded by income from sales of educational materials, grants for project delivery, commercial partnerships and individual generosity. They have over a hundred staff who reach out to over 70,000 individuals each year, who are most in need in society. The IT system at Sports Leaders UK is essential to the organisation and enables clients to register for courses and achieve qualifications.

Recognising the importance of the IT system to the organisation's daily operation, Sports Leaders UK wanted an affordable solution that mitigated the risk of downtime and ensured their IT system is protected and available when and where they need it most.

Backup just isn't enough

Sports Leaders UK and KWB both use Microtrading, a Managed Service Provider (MSP), based in Birmingham. Although their businesses differ dramatically, Microtrading's Managing Director, Andrew Penlington, knows the importance of Business Continuity to both organisations.

SLUK and KWB were dutifully taking backups using Zenith BDR. However, many traditional backup vendors fail to take the 'recovery' aspect of Business Disaster Recovery (BDR) solutions into account.

That's why Microtrading suggested Datto, a BDR vendor with a different angle. Datto provides Total Data Protection, which ensures that your data is safe, regardless of where it lives.

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John Bryce
KWB, Director



“We fundamentally rely on the IT system to deliver services to our clients and simply cannot afford to be without this for any period of time,” said Michael Howard, Sports Leaders UK’s IT Manager.

A Pain-Free Migration

Sports Leaders UK had a total of 1TB of data, and KWB had a slightly smaller estate of 500GB, and therefore a SP2000 was the perfect solution for both businesses. SIRIS 2 is a fully scalable solution which utilises Datto's hybrid cloud.

Previously, both companies were replicating to a data centre in Belgium, which adheres to most data compliance regulations as its within the EU. However, imagine a situation in which there was a serious hardware failure, like a fried server. Both companies would have had to wait several days for a new server to ship—whilst their data languishes in Western Europe.

For SportsLeader UK, which has staff in a number of locations across the UK, offsite failover was a priority. This means that, when a server fails, we can virtualise an entire server in the Datto cloud. All the user needs is a computer with internet access, and the device's URL. The system can virtualise in as little as six seconds, so downtime is minimal.

“We depend on our IT system to operate,” said John Bryce, KWB's Director, “When we realised what the solution gave us it was an easy decision.” Michael Howard, IT Manager of Sports Leader UK, said, “In the event of a problem I know our entire IT system, data and software applications included, can easily be spun up either locally at our offices or in the Cloud at the Datto data centre within minutes. I spent a lot of time researching alternatives and found nothing as good as this at a price we could afford.”

Two companies, one solution: Microtrading successfully solved the data protection issues of their customers.



About Microtrading

Constantly investing in the training of staff and on the latest updates for IT technologies, Microtrading is one of the most well-established and respected IT support, service and solutions companies in the UK. Established in 1981, Microtrading has maintained its position at the forefront of IT solutions for over 35 years.
www.microtrading.co.uk

About Datto

At Datto, our mission is to empower the world's small and medium-sized businesses with the best in enterprise-level technology. We do it by equipping our unique community of Managed Service Provider partners with the right products, tools and knowledge to allow each and every customer to succeed. It's an approach that's made us the world's leading provider of MSP delivered IT solutions. Datto is headquartered in Norwalk, CT, with offices worldwide.

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