



Case Study



J.A.M. Distributing

J.A.M. Distributing, a distributor of fuel and lubricant products based in Webster, TX, has implemented Asigra technology in an automated backup/recovery solution deployed and managed by Terian Solutions of Houston, TX.

The Challenge: Protecting data to ensure the highest level of recoverability

A single event resulting in data loss can cost a company significant revenue, fines and even their business. With the offsite protection of irreplaceable data an absolute necessity, it is paramount for companies to create and put into action a storage protection plan that enables secure, remote, automatic back up and recovery of this information.

The Solution: J.A.M. Distributing Transitions to Asigra-enabled Managed Backup Services by Terian Solutions

J.A.M. Distributing went to Terian Solutions after discovering that their existing automated tape backup system was not reliably backing up their information, resulting in the loss of a critical database. Before switching to Terian Solutions, the company evaluated alternative backup technologies, both disk-to-disk and tape-based, that could be managed in-house. After J.A.M. Distributing's due diligence, comparing its alternatives, the company selected Asigra-enabled managed backup services from Terian Solutions. Terian was selected because the company offered the best Recovery Time Objective (RTO), total cost of ownership, ease-of-use and overall value.

The computing environment that J.A.M. Distributing is protecting with Terian Solutions includes eight servers running applications such as Microsoft Exchange and various desktops/laptops. The native data load under protection is 732 GBs, which is reduced to 125 GBs using Asigra's data de-duplication technology. Of primary concern to J.A.M. Distributing is the immediate recovery of Exchange, should that operation be required. Using Asigra, Terian provides built-in Continuous Data Protection (CDP) for message/brick-level recovery and near-instant availability Exchange-based data in the event of a failure.

"It's nice to know all our data is regularly and automatically backed up safely offsite," said Scott Restivo, MIS Director at J.A.M. Distributing. "Our backups get taken care of, we know the data is recoverable, and we can focus on other IT projects."

According to Mike Colesante, President of Terian Solutions, "Asigra's data backup service software platform allows us to serve clients like J.A.M. Distributing with complete confidence. We see ourselves as a top-notch data backup and recovery service so the software we use has to be on par with our offering."

By partnering with managed backup service experts like Terian Solutions, focused on providing reliable managed backup, companies can ensure the safekeeping and restorability of business-critical data quickly, easily and affordably.

SMBs and SMEs often do not have the IT staffing or expertise to manage their daily backup requirements. Trusting this to experts such as Terian Solutions who specialize in managed backup services ensures the highest level of backup data protection. services are helping organizations reduce their operational and capital expenditures with a time tested solution.

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Scott Restivo
MIS Director
J.A.M. Distributing

J.A.M. Distributing Company:

J.A.M. Distributing Company is a distribution and service company based in Houston, Texas with locations in Beaumont, Dallas, Houston and Lufkin. For over 80 years the company has provided quality products and services to customers. J.A.M. Distributing's corporate offices are located at 711 W. Bay Area Blvd, Suite 310 in Webster, Texas, 77598.

Terian Solutions LLC:

Terian Solutions LLC is a full-service supplier of custom computers, software and data backup. Terian custom computer systems have been delivered to exact customer specification since 1992. By maintaining our high quality integration procedures and our efficient support policies, we have become one of the most highly regarded providers of custom computing solutions for high availability environments in the nation.

Terian Solutions has always maintained a strong dedication to the reseller channel. Our Secure Backup Reseller Program highlights our channel commitment. We allow the reseller control over how they deliver online backup services to their end customers. Terian has programs and infrastructure to allow resellers to deliver services to their customer that would otherwise be impractical or ineffective. Terian is also playing a key role in the rapid evolution of the utility computing or "on-demand" technology delivery shift through its VAR managed services division. For more information, visit www.terian.com.

Asigra:

Asigra is the award-winning leader in remote office/branch office (ROBO) online backup and recovery for enterprises and managed backup service providers. The company's flagship product, Televaulting, is used by global enterprises in the financial, insurance, legal, government, healthcare and retail industries with more than four petabytes of data protected. Asigra technology is used by hundreds of service providers worldwide who offer backup managed services to companies ranging from SMBs to Global 2000 enterprises. The agentless remote site backup and recovery solution provides simple, centralized management of the data protection process while eliminating the capital and operational expenses associated with agent-based solutions. Founded in 1986, Asigra is headquartered in Toronto, Canada, with partner offices around the world. For more information, visit www.asigra.com.