

## Case Study

### GulfShore Bank Selects Cloud-Based Solution for Compliance Advantages and Speedier Recovery Over Legacy Backup Environment



- Full-Service Community Bank
- Data recovery times reduced to 30 seconds
- Data protection for Microsoft SharePoint and Microsoft Exchange as well as physical and virtual servers



## SUMMARY

Florida-based GulfShore Bank had long relied on a disk-based backup solution to protect the data at its two retail locations and a third virtual site. In 2012, the bank began to seek a cloud-based data recovery system to replace the inefficiencies of their existing disk backup system. The bank had grown weary of data recoveries from their legacy backup environment which was difficult to manage and often lasted several hours. Additionally, new regulatory mandates for the finance industry due to the passage of the Dodd-Frank Act and the Foreign Account Tax Compliance Act increased the urgency for finding a new solution. After a review of cloud-based data recovery technology, GulfShore decided to switch to award winning Yotta280 Inc.'s cloud backup service powered by Asigra.

## CUSTOMER OVERVIEW

Established in 2007, GulfShore Bank is a full-service community bank offering a comprehensive suite of products and services to individual consumers and small to mid-size businesses. Based in Tampa, Florida, GulfShore has 40 employees with a collective 170 years of combined banking experience. GulfShore currently has two retail locations supplemented by Corporate Courier service, Remote Deposit Capture service, on-line banking services, and a Client Manager team designed to deliver industry knowledge and local market expertise. As a financial institution, the bank must meet strict compliance regulations for the banking industry, including Sarbanes-Oxley, FDIC, and FFIC regulations. With increasing financial industry regulations on the horizon based on the Dodd-Frank Act and the Foreign Account Tax Compliance Act that affect the management and maintenance of data, GulfShore sought a backup solution to comply with mandates while improving operational performance over its previous disk backup system.

## BUSINESS SITUATION

Disk backup had been the primary data protection technology for GulfShore Bank since the founding of the company. The company protects 6-8TB of data from numerous applications that includes Microsoft SharePoint, Microsoft Exchange, and many virtual machines spread across two physical locations plus a third co-location center. GulfShore's IT department performs test restores on a monthly basis and generally conducts approximately 10 restores per year to recover lost files. However, a growing number of financial industry requirements and regulatory issues brought the limitations of their current solution to the forefront and highlighted the need to modernize the company's backup infrastructure.

Additionally, the previous solution involved cumbersome search technology to locate and restore the data back to the server in question. This process often required several hours, accelerating the need for a higher-performing technology. Even without a data loss event, the organization's IT professionals typically spent a minimum of 60 minutes per day managing backup. Adding to the urgency to replace the outdated solution was the fact that GulfShore's IT department worried about the effects of a potential storm surge, which had the potential to flood the data center.

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“As a financial services business, it is critical that client data remains accessible and securely stored. Equally important is the ability to retain data over extended periods of time to meet compliance mandates. Our previous solution was a headache to manage; the process had too many moving parts, and the manual processes were extremely time-consuming. Asigra's cloud-based solution solved these problems and helped us meet our security and recovery-time objectives.”

**Pete Eicher, Director of IT, GulfShore Bank**

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In response, GulfShore worked with IT services provider, Yotta280, to deploy a cloud-based data recovery solution powered by Asigra. An entrusted Asigra partner since 2006, Yotta280 is an IT provider based in Jacksonville, Florida, that offers public, private, and hybrid cloud backup and disaster recovery models to the enterprise and SMB markets. The new backup technology delivered by Yotta280 promised to return precious IT resources by offering dramatically faster and more reliable backup and recoveries without cumbersome management or time requirements.

## SOLUTION

Yotta280's cloud backup service was deployed in a public cloud configuration without agents across a combination of GulfShore Bank's physical and virtual servers. This included a total of 5 physical servers and 2 VMXI (VMware) hosts in support of 8 virtual machines. Applications in use by GulfShore included proprietary banking applications, SQL server and MS Exchange for email.

The solution delivered by Yotta280 is powered by Asigra Cloud Backup™ software, the industry's leading cloud-based data recovery software with over one million installations worldwide. The software is built for efficient operation and easily integrates with public, private, and hybrid cloud architectures. Asigra's agentless software architecture provides for simple deployment and hands-free management while providing advanced features that include global deduplication, automated mass deployment, autonomic healing, and validation restore capabilities. GulfShore highlighted the following capabilities as key factors for selecting the solution:

- Support for both physical and virtualized IT environments
- High-performance local and remote backup and recovery
- Long-term data recoverability to meet compliance mandates
- NIST FIPS 140-2 certified security with AES-256 encryption in-flight and at-rest for compliance readiness

“As a trusted advisor to GulfShore Bank, we understand the security and financial industry compliance concerns the bank is challenged with—and our assessments and actions are built upon this knowledge. Yotta280's full service management alleviates customer concerns with respect to data recovery as we take on the IT manager's role to ensure that all procedures are performed in alignment with the finance industry's regulatory guidelines.”

**Terry Fields, President and CEO, Yotta280**

## ENVIRONMENT

- Protecting 6-8TB of data at 2 physical locations as well as a virtual site
- Protection of 5 physical servers and 2 VMXI (VMware) hosts
- Protecting data from Microsoft SharePoint, MS Exchange and 8 virtual machines on their 2 hosts
- SQL server app is in VM environment
- Hybrid cloud backup deployment with both local and remote recovery capabilities.

## ASIGRA CLOUD-BASED DATA RECOVERY DELIVERS

- Single integrated solution for all data protection needs
- Policy-based protection based on the user's IT environment and recovery requirements
- Optimization of IT resources for enhanced utilization
- Data encryption that secures data in-flight and at-rest with full support of compliance requirements
- High-performance data recovery.

## RESULTS

GulfShore Bank began using the Asigra cloud-based solution for server backup and was pleased with the service and support of the IT provider, finding Yotta280 to be very responsive, personable, and knowledgeable. Coming up on the 3rd anniversary of its cloud backup deployment, GulfShore reported that this more modernized approach to data protection has increased the efficiency of the organization dramatically.

GulfShore listed practicality, reliability, and simplification as the top three advantages of the Asigra solution. Data recoveries that previously took hours now are completed in only 30 seconds with Yotta280. What's more, the Asigra software's easy implementation and use immediately allowed the IT team to focus more time on other projects. As a steady growth company, GulfShore was also impressed with the solution's scalability.

The bank especially appreciated the Backup Lifecycle Management feature of the Asigra solution, which helps to control costs by storing long-term backup data on more cost-effective storage. GulfShore is currently working on expanding its long-term backup data archive to account for future data growth.

In support of GulfShore Bank's compliance requirements for the finance industry, Asigra Cloud Backup encrypts data in-flight and at-rest using AES-256 encryption. Additionally, Asigra is NIST FIPS 140-2 certified for the highest level of third-party security certification available. The Federal Information Processing Standard (FIPS) is an internationally recognized standard for cryptography products and encompasses all aspects of Asigra's solution. The security requirements cover eleven areas related to the secure design of Asigra Cloud Backup, from physical and logical integrity of the software to system level functionality such as user access control and key management. The certification provides one of the highest levels of assurance for security products, and requires extensive third-party lab certification.

Asigra Cloud Backup security features include:

- ALL data encrypted in-flight and at-rest
- FIPS 140-2 certified
- Key escrow management
- Password rotation support
- Data destroyed with certificate of destruction

“The business advantage of Asigra is its ease of use, which provides more time to focus on other IT projects. The solution is not overbloated and has very comprehensive and useful capabilities. To their credit, Yotta280 and Asigra deliver a compliance-ready solution that assures us in knowing that all data is secure and our processes compliant with corporate and industry mandates.”

**Pete Eicher, Director of IT, GulfShore Bank**



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## About Yotta280

Yotta280 is a premier Full Service Asigra Engagement Organization, with its sole purpose and focus on Data Protection.

- A certified and internationally award winning Strategic Partner with Asigra
- Recognized globally as Asigra Specialists
- Delivers Data Recovery Assurance to the mid and enterprise markets
- Offers multiple data protection deployment methodologies, to include Private, Hybrid and Public clouds

From business development to full deployment of Asigra data protection solutions, Yotta280 brings customers a specialized set of skills, experience and expertise. Let Yotta280 help modernize your organization's disaster recovery and data protection methodologies. Call us at [877.449.6882](tel:877.449.6882) or contact us at [info@yotta280.com](mailto:info@yotta280.com). For more information on Yotta280, please go to [www.yotta280.com](http://www.yotta280.com).

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## About Asigra

Trusted since 1986, Asigra provides organizations around the world the ability to recover their data now from anywhere through a global network of partners who deliver cloud backup and recovery services as public, private and/or hybrid deployments. As the industry's first enterprise-class agentless cloud-based recovery software to provide data backup and recovery of servers, virtual machines, endpoint devices, databases and applications, SaaS and IaaS based applications, Asigra lowers the total cost of ownership, reduces recovery time objectives, eliminates silos of backup data by providing a single consolidated repository, and provides 100% recovery assurance. Asigra's revolutionary patent-pending Recovery License Model provides organizations with a cost effective data recovery business model unlike any other offered in the storage market. Asigra has been recognized as a Gartner Cool Vendor and has been included in the Gartner Magic Quadrant for Enterprise Backup and Recovery Software since 2010. In 2014, Asigra Cloud Backup was also named the [Top Enterprise Backup Solution](#) by Storage Magazine. More information on Asigra can be found at [www.asigra.com](http://www.asigra.com).

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