

Success Story: Cain-Forlaw Co.



“I can say nothing but good things about my experience with support so far. The people I worked with have been right and it’s been a great experience. I wish every company had the level of support that Unitrends does.”

Jon Ogden, Cain-Forlaw

Quick Facts

Industry

- Manufacturing Rep.

Protected Platforms

- Domain Controllers
- Terminal Servers
- File Servers

Competitors

- Barracuda

Challenges

- Needed a simple, easy-to use disk-based solution that supported off-site storage
- Rapid recovery
- Data security
- Accessing data backed up both on- and off-site

Solution

- Recovery appliance
- Vault2Cloud

Benefits

- Easy single-user interface
- Off site storage
- BareMetal restores
- Rapid, reliable whole system recovery
- Expert 24/7 product support

Customer Profile

Cain-Forlaw Co. is a manufacturer’s representative offering a range of radio frequency and microwave components, such as semiconductors, for use in communications related products (for example cell phones or wireless routers/modems). The business spans across multiple fields including mobile systems, telecom, medical, automotive and more.

The company’s main headquarters utilize three servers with a combined total of roughly 350 GB of essential financial information and internal operations data.

Challenges

Prior to adopting the Unitrends solution, Cain-Forlaw was not using any form of data protection. Jon Ogden, IT Manager at Cain-Forlaw, discovered the importance of data backup when he and his team had a close call with one of their data servers.

“We came very, very close to complete disaster and losing absolutely everything. That’s when I realized we had to find a solution here that will protect us and that will allow us to recover from a disaster,” Ogden said.

This motivated Ogden to explore his options for backup providers. After testing a couple of potential solutions such as Barracuda, he found that their data backup did not suit the company’s needs, for one, because they did not offer bare metal backups.

“The other big thing that the Barracuda solution didn’t do was with the e-mail backup in Exchange; it had no way to go and recover individual items in public folders,” Ogden said.

Benefits

Unitrends was recommended to Ogden by a local IT company, CCC Technologies. One of the major benefits Ogden found was the ability to restore data at a file- and byte-level. Also, Unitrends innovative bare metal and Vault2Cloud data backup solutions were a fundamental reason for going with Unitrends.

“We wanted a way that we could have our data stored off-site so that in case something happened to the facility here, we’d still have all of that data and be able to get back up in business quickly,” Ogden said.

Unitrends differentiates itself from most competitors with its all-in-one product offering that has the ability to protect a wide range of platforms in a single pane of glass. To add, Unitrends has a policy to never charge licensing fees, so that the product is one price and includes all features, like deduplication and bare metal.

“I like that I effectively get three different kinds of backup storage. I get the main backup, I get the offsite backup and I get the archive backups. So really, I’m triple protected,” Ogden said. “And what I tell people about this is that I think I sleep better at nights and on the weekends because I know that if something happens it’s not gonna be a problem at all to get everything back.

Since implementing the Unitrends data backup solution, Ogden has been able to avoid the kinds of “close calls” he was forced to deal with before. Such a case was when entire account records were accidentally deleted from their public folders, and it was too late to use any file retention functions on the system:

“Using the backup data that we had on our Unitrends box, we were able to restore the lost items and get those accounts back in just a few minutes without any major issues,” Ogden said.

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