



Case Study

Mortgages for Business trusts RE Cloud for critical business data backup



Mortgages
for Business

Data is critical to Mortgages for Business. The company relies on it to process hundreds of buy to let and commercial mortgage transactions every month. Data loss could be devastating for the business.

Background

Data loss can impact businesses negatively. The risks include loss of sales, damage to the brand, inability to operate, lawsuits and financial penalties.

Mortgages for Business is the UK's leading specialist buy to let and commercial mortgage broker.

Richardson Eyres approached Mark Ryan, Head of IT at Mortgages for Business to understand the challenges it was facing in protecting its business data, handling restorations and Disaster Recovery (DR). At this point Mark was actively looking to find a reliable, secure, business data backup service with fast restore capabilities. He was looking for a solution to give him and the business peace of mind that he could restore the data if the business was to experience problems.

The Challenge

Mortgages for Business was backing up to tape, which can be an unreliable backup approach. Tapes can be a time-consuming headache to manage, slow and difficult to restore from and can easily fail. Tapes are magnetic media, so handling them and taking them off-site runs the risk of tapes being wiped, lost, broken or stolen. While tapes have been used as a backup approach for some time they don't provide any fast means of Disaster Recovery.

Mark Ryan, Head of IT at Mortgages for Business explained his objective as "I'm looking for a backup solution that can be up and running in a day not a week nor 30 minutes". Mortgages for Business' environment consists of both physical and virtual infrastructure. The environment needed to be backed up along with some desktops. Mark was looking at a handful of providers in the market based on functionality and cost.

The Solution

RE Cloud Backup as a Service (BaaS) is a cost-effective managed cloud backup and restore solution for physical and virtual environments on customer sites. It provides an easy way to restore critical data in the event of hard drive crashes, power surges, dropped or stolen laptops, accidental deletes and even full-blown disasters. RE Cloud BaaS with DR on-demand provides on-site and off-site, secure, fast, reliable backup solution with on demand disaster recovery wrapped into a pay-as-you go arrangement which caught Mark's attention.

The RE Cloud team intuitively understood the environment and Mark's specific requirements. In order to build trust in the service RE Cloud offered to run a proof of concept to prove the service worked as described. The RE Cloud team set up the BaaS proof of concept, this involved RE Cloud engineers installing the local appliance at Mortgage for Business' site, setting up the backup jobs based on the customer profile and then taking a copy of the business data to RE Cloud data centre. The business data was then seeded onto RE Cloud and backups were set to replicate from the local appliance to RE Cloud. The proof of concept ran for two weeks to prove the success of the business backup profile.

Mark Ryan expressed his delight – "Just a quick note to say how impressed I was with your technical consultant, it's very nice to have that level of support from the very first moment we started using your service. A cracking start indeed!"

The Results

Mortgages for Business now has a daily data backup with RE Cloud BaaS giving it the ability to perform local restorations at the click of a button through the RE Cloud GUI. Business data is replicated to RE Cloud for offsite data protection. All data is encrypted with military grade encryption at source, in flight and at rest. In the event of total onsite disaster Mortgages for Business can invoke Disaster Recovery (DR) mode by requesting the RE Cloud team restore its business data and services on RE Cloud, dramatically shortening restoration times and recovery compared with traditional on-premise solutions.

The Benefits

Mortgages for Business has the peace of mind that its data is securely backed up, it can simply and easily retrieve data, even in the event of a full disaster it can invoke on-demand DR on RE Cloud. Furthermore, there is no additional cost for having Disaster Recovery infrastructure on standby in RE Cloud, unless it is actually invoked. It benefits from:

- **Quick and easy restores** – hard drive crashes, power surges, dropped or stolen laptops, and accidental deletes are quickly and easily restored from the local appliance.
- **Lower costs** – a simple pay-as-you-go arrangement is employed and eliminates the cost of tapes, software and support.
- **Risk** – Mortgages for Business has peace of mind, even in the event of a full disaster it can invoke on-demand DR on RE Cloud, or retrieve its data on a replacement device.
- **Support** – The RE Cloud team offer ongoing support to Mortgages for Business, and are only ever a phone call away should help or advice be needed.

The Future

Having put in place BaaS, Mark was so confident with the RE Cloud platform that he now uses RE Cloud Infrastructure as a Service (IaaS) to host his website servers.

“We were so happy with the quality of service, that we are now exploring using RE Cloud IaaS for further elements of our environment. RE Cloud’s knowledge and expertise is exceptional. They executed the project in a professional manner and have provided a first class service”.

Conclusion

“We are delighted with our decision to use RE Cloud BaaS” concludes Mark. “I know my data is protected and I can restore whatever I need no matter what. The RE Cloud team were exceptional in the delivery of the service.”

About Richardson Eyres

We provide data centre technology infrastructure solutions and services that solve complex business challenges for corporate clients in the UK and Europe.

At Richardson Eyres we are committed to understanding our customers' business processes and helping them advance their corporate strategies using technology. We have created RE Cloud from a foundation of 28 years in infrastructure services. In that time we have supported many of the world's largest banks, pharmaceutical companies, law firms, construction companies, software, retail and online businesses.

They trust us because we hold the highest accreditations with the main IT vendors and deliver on our promises. That confidence in our capabilities has translated to the Cloud services division, with both new and existing customers leveraging the portfolio of offerings.

We have grown steadily through reputation and hard work, not through acquisition or private equity. We are a privately owned UK company and debt free.

re-cloud.net

About Mortgages for Business

Independent and with access to the whole market, Mortgages for Business is one of the UK's leading specialist buy to let and commercial mortgage brokers. Established by managing director David Whittaker in 1990, it earned an industry wide reputation for making property investment a reality for clients.

Primary broking services are:

- Buy to let mortgages
- Commercial mortgages
- Property development finance
- Short term finance including bridging loans
- Residential home-owner/buyer mortgages

It has taken time to develop strong relationships with lenders and now has significant powers to negotiate with them, allowing it to offer market leading rates and terms. Business volumes also mean it is in the privileged position of receiving preferential mortgage processing for clients.

Mortgages for Business is authorised and regulated by the Financial Conduct Authority. Registration number 313537.

mortgagesforbusiness.co.uk

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