

# Stratiis Ltd

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Alun Borland, Director, Stratiis Ltd

## Business Challenges

Conducting daily backups manually was time-intensive and left room for error

Lack of off-site backups and recovery options

Slow process for setting up backups for new servers

## Results

Admins receive alerting and email notifications when backups do not take place, reducing administrative burden

Data backed up to the eFolder Cloud, providing clients with multiple recovery options and peace-of-mind

Rapid, automated installation and configuration of eFolder Backup and BDR, reducing administrative overhead

Stratiis Ltd is a leading MSP based in Glasgow, UK. Stratiis offers secure and robust managed services across all industries and sectors. By deploying eFolder's Backup and BDR solutions to over 15 clients and 500 end users, Stratiis provides its clients with reliable backups and the ability to quickly recover data.

Stratiis Ltd's clients prefer to outsource their IT operations to increase productivity, reduce downtime, and mitigate other business risks.



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"We are very customer-focused and are constantly on the hunt for the best workplace technologies. We want our clients to trust that we can provide them with the IT tools necessary to run their businesses effectively and securely," says Alun Borland, Director at Stratiis.

Data backup and recovery has been a core offering at Stratiis since the MSP's early days. Stratiis originally offered backup and business continuity services by partnering with a large international vendor for several years, but realized that the speed of setting up backups was too slow and the abilities for off-site backup limited.

While attending a technology marketing conference in the U.S. in 2015, Borland connected with an eFolder partner and learned about eFolder Backup, eFolder's business-class cloud backup service that provides file-level backup for servers and critical workstations. "We were in need of a sophisticated solution that could meet the backup needs of our users," Borland explains. "Speed, off-site backups and shorter off-site distribution times were the most important factors here."

Stratiis started to use the product internally first and quickly realized that with eFolder Backup deployed, manually initiating backups daily was no longer necessary. "With eFolder Backup, everything became much more reliable and automated," Borland says.

The first customer that Stratiis deployed eFolder Backup to was a housing charity based in Glasgow. While the client wanted to count on its data being recoverable in case of loss, the organization was also dealing with very limited resources and needed a low-maintenance solution. "They loved the fact that I could offer backup features to them in a very cost-effective way," Borland says. "The backup

capabilities were easy to configure and the different recovery options met their internal business needs."

Stratiis has developed a deployment strategy that works for the majority of its clients. First, Stratiis backs up clients' data locally to a NAS (network-attached storage) device. By utilizing an inexpensive NAS, client data can be stored on-premises and can quickly be recovered in case of any minor disruptions, such as a server hardware failure. The NAS also backs all data up to the eFolder Cloud to guarantee that clients' entire server environments are also stored off-site. On top of that, alerts and email notifications will notify admins when backups did not take place, thus increasing reliability.



The majority of Stratiis' clients backs up to a local NAS box, which connects to the eFolder Cloud for add security.

After a year of deploying eFolder Backup, Stratiis added eFolder BDR for Replibit to its portfolio in early 2016. eFolder BDR for Replibit is an image-based backup and disaster recovery service that captures snapshots of a server and replicates those images to the eFolder Cloud. The product helped Stratiis when they were approached by an engineering company that wanted their 10 servers backed up to one onsite BDR appliance in just a few days. "My clients were quite impressed when they saw how quickly we could get the appliances up and running with eFolder BDR for Replibit," Borland says, "and that helped us established a great working relationship."

Luckily, none of Stratiis' clients have witnessed a complete loss of data or have had a major disaster affect their business. But, Borland says, everyone should be prepared for any type of disaster to hit at one point or another. "Data loss is much more common than most people think. That's exactly why we push the eFolder Backup and BDR products out to our clients. Backup gives them quick, granular recovery options and reliable backups, while Replibit allows our customers to reliably spin up their backups from an off-site data center if they do ever have a local disaster," Borland emphasizes.

In addition to giving its clients peace of mind, Stratiis has managed to make a 40% margin on its eFolder deployments while expanding its business continuity solution offerings and decreasing admin times internally. "The eFolder Backup and BDR products allow us to deploy off-site backup very quickly while increasing our efficiency. And because it just works, it also creates trust among our customers," Borland concludes.



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