

## UK Based Solutions Provider Requires Scalable Cloud Based Disaster Recovery Solution



*“The SymetriQ Cloud Platform gives us the ability to offer High Availability Disaster Recovery solutions to our clients with minimal upfront investment. Running costs are reduced and the partner program allows us to make money on infrastructure, which would normally be a cost.”*

**Simon Murawski, Senior Network Engineer**

### Company Profile

- CWL Systems are a Cambridgeshire based IT Solutions Provider.
- The organisation was formed in 1992.
- CWL operate in Corporate and SMB sectors.
- Focus on Legal and Financial Sectors.
- The company currently employs 20 people.
- Current turnover in excess of £5M.

### The Challenge

CWL were backing up all customers data to a single datacenter which they operated themselves. The data center was running short on capacity, power and bandwidth, as well as being a drain on costs. CWL began to look for an alternative, which had to be UK based, secure and with as low an entry cost as possible. It was also important that any partner was able to accommodate requests for specific features, in the same way that CWL accommodate these requests from end users.

### The Solution

After a detailed analysis of the Cloud market in the UK, CWL trialled SymetriQ's Public Cloud. The results were very satisfactory, fulfilling all of the criteria, as well as being particularly easy to set up. Unlike some Cloud Providers, SymetriQ were happy to accommodate requirements for specific software to be made available as a standard image, as well as allowing the ability to boot any image from an ISO straight onto a Virtual Machine. The resilience of the SymetriQ Cloud, based in a Tier 3+ Datacentre, meant that CWL could confidently offer High Availability, Disaster Recovery Solutions to their customers.

### The Business Benefits

By using the SymetriQ Cloud, CWL eliminated the upfront cost of investing in a new datacentre. In addition, running costs were reduced considerably, with the ability to scale up and down on demand. Partnering with SymetriQ made it easier for CWL to trial new software. Additionally, SymetriQ's white labelled partner program (offering up to 25% margin, monthly and perpetually) means that the backup infrastructure itself has become a profit generator rather than a cost.

Speak to us if you want to know more. We are happy to answer any question you might have.

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