



## Best Western Great Britain Teams Up With Altinet and Improves Their Data Recovery Time By 75%

### ABOUT BEST WESTERN

Best Western Great Britain was established in the UK in 1978 and is now the largest collection of independently owned and family run hotels in Great Britain.

A retained profit and membership association, Best Western Great Britain has over 260 independently owned and operated hotels who benefit from centralised purchasing, IT infrastructure management, sales and marketing support for being part of the hotel brand.

### SUMMARY:

- + Best Western Hotels
- + Located York, UK

### CHALLENGES:

- + 75% increased data recovery time
- + Off-site replication for disaster recovery
- + Extended proof of concept
- + 10TB raw data
- + Historical system currently in place

### SOLUTION:

- + Barracuda 890 Backup Appliance with Unlimited Cloud Storage.

### RISK OF LOSING BUSINESS CONTINUITY

Michael Craven is the Infrastructure and Support Manager at Interchange and Consort Hotels, parent company of Best Western Great Britain and sister organisation Beacon. He is in charge of the network and operation of 50+ servers at their Head Office for Central Services in York. The company commissioned a large disaster recovery project that, amongst other issues, identified the need for better protection and retention of their data. As all the data was backed up on tapes, the loss of the building in case of any disaster would mean losing business critical marketing and financial data such as booking histories for Best Western hotels in Great Britain.

Michael explains: "We have been using Symantec Backup Exec and traditional tapes on a monthly rotation basis but we knew there was a risk as we could only back up critical data, not to mention that data restoration took up a considerable amount of time for our team." He adds.

“ Restoring data now takes a quarter of the original time, especially when restoring advanced SQL database. ”

### MICHAEL CRAVEN

Infrastructure Support Manager, Best Western Great Britain & Beacon

### EXTENDED PROOF OF CONCEPT

Michael's team initially tested a Barracuda Backup 490 during a one month trial. Whilst they loved how user friendly and easy to navigate Barracuda Backup is, they realised that they had in excess of 10TB of data and needed a larger device. "We really appreciated Altinet's flexibility to meet our needs as our requirements kept on changing," adds Michael. "Their technical knowledge is excellent and their support to help us prepare proposals for our board of directors was crucial. Altinet allowed us to extend the trial by an additional two months and supported us throughout until we settled on Barracuda Backup 890."



Contact us to Discuss Your Requirements:



0113 3570 030



sales@altinet.co.uk



#### ABOUT ALTINET

Altinet is a specialist IT security and storage value added reseller (VAR) for IT infrastructures. We work with our clients in both public and private sectors to design and implement a wide variety of solutions to meet the ever changing IT landscape.

Our experience and expertise in the IT security and storage industry allows us to work in a consultative way with our customers to ensure best practice and latest technology protect the users and networks of our valued clients.

We work with a wide range of global market leading vendors to ensure that each one of our customers has the solution that meets their individual requirements on each project.

#### NEED FOR RELIABLE TAPE BACKUP

Michael started to look for a solution that would deliver easy data replication to the Cloud to ensure better data retention and management. Working with Altinet's team of IT security and storage specialists, they narrowed the search to Barracuda's Backup solution.

Henry Doyle, Altinet's Director in charge of the project comments: "It was very clear to us that to help safeguard Best Western Great Britain's data, Barracuda's solution ticked all the boxes. It provides UK based offsite Cloud storage, streamlines backup for storage efficiency and delivers fast data recovery."

#### TANGIBLE TIME & COST SAVINGS

Barracuda's Backup has been in full production since January 2016 and Michael and his team are clearly delighted with the results they have achieved so far: "All it takes now to get the VMware environment backups running is a couple of clicks. The solution is customisable and we can look at all data at a granular level and decide what data and when we want to back up - something we were unable to do before. The most impressive thing is that restoring data now takes a quarter of the original time, especially when restoring advanced SQL databases."

The initial contract runs for three years, with Altinet's flexible annual pricing plan to meet the client's budgetary requirements. Michael Craven comments: "I am very pleased to say that we have found a reliable partner in Altinet. Their team is very friendly and personable, but most importantly they understand our business needs.

I am looking forward to working with them on joint future projects including upgrading our firewalls and exploring bespoke IT packages for our collection of hotels."

#### ABOUT THE BARRACUDA BACKUP SOLUTION

Barracuda Backup is a complete backup solution with remote storage that is easy to buy, install, and manage, all backed by our live 24/7 customer support experts. With an extensive range of supported environments and integration with copy file sync and share services, organisations can replace multi-vendor piecemeal backup solutions with an all-in-one Barracuda Backup appliance. Barracuda Backup supports replication to another Barracuda appliance for private-cloud data protection or secure transfer to the Barracuda Cloud, with UK data centers and data transfer on a 256bit AES encrypted line, remaining in its encrypted state in the cloud.

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