



# sky data vault

## Government Contractor Improves Industry Standing with Sky Data Vault DRaaS Solutions



### The Customer

U.S.-based engineering and service company in utility sectors with approximately 250 employees.



### The Situation

Due to their extensive amount of government work, the Customer completed a security assessment for compliance purposes. The results exposed gaps in their business continuity and disaster recovery along with specific security issues. Additionally, the Customer was migrating to Microsoft O365, requiring solutions for a secure and smooth transition.



### The Challenge

Three main challenges confronted the Customer: **1)** requirement to comply with industry guidelines enabling them to facilitate their work as a government contractor; **2)** the existence of aging onsite hardware scheduled for retirement; **3)** transition to Microsoft O365, which created the need for a third-party backup solution.



### The Solution

Working closely with the IT Partner, Sky Data Vault (SDV) provided a tailored solution that satisfied compliance requirements, protected business continuity, and ensured the security of the Customer's data. After discussing industry standards and options, including the need to meet CMMC Level 3 (Cybersecurity Maturity Model Certification) requirements for government contractors, SDV recommended a combination of two managed cloud services: Disaster Recovery as a Service (DRaaS) and Microsoft O365 Backup. The efficient implementation of and transition to SDV disaster recovery and backup services was quick and seamless for the Customer, requiring as little as 35 minutes of their time.



## The Outcome

Sky Data Vault assisted the IT Partner in thoroughly assessing the Customer's needs and disaster recovery solutions. The assessment process from start to finish was simple and easy for both the Customer and IT Partner, benefiting both parties.



## For the Customer

Mission critical data is quickly and easily recoverable from a cloud environment with no egress fees. Protected server environments are also recoverable in a secure cloud environment within 30 minutes in the event of a ransomware attack, site disaster or electrical outage.

Costs for services can adjust as Customer requirements evolve while recovery and backup services have a simple pricing model for easy budgeting. Cloud recoverability tests are available on an annual basis to verify services are functioning properly for no additional cost. As servers reach capacity, the Customer can leverage the DRaaS solution to migrate into a SDV Infrastructure as a Service (IaaS) solution. Best of all, implementing SDV's DRaaS solutions improves their competitiveness and marketability in their industry.



## For the IT Partner

Because of the comprehensive processing and meaningful solutions provided, the IT Partner reinforced their long-standing relationship with the Customer as a trusted advisor.