



# sky data vault

## Dual Solutions for Diverse Needs:

### Sky Data Vault's Custom Approach to Data Protection and Retention



#### The Customer

A private, not-for-profit animal welfare organization in Northern California committed to rescuing and rehabilitating animals in need.



#### The Challenge

The Customer's new IT Manager started just two days before his predecessor retired, inheriting an on-premises production environment which was protected with a self-managed backup solution. This setup raised concerns due to its single-threaded nature and lack of geographic diversity, which posed significant risks to business continuity and HIPAA compliance. Recognizing the potential vulnerabilities, the Customer sought guidance from their trusted Technology Advisor.



#### The Solution

The Technology Advisor had a long-standing relationship with Sky Data Vault (SDV) and was confident in SDV's ability to design a comprehensive solution that aligned with the Customer's budget and timeline. During the in-depth Discovery Call, SDV assessed the Customer's production environment and current data protection and recovery strategy. Learning the Customer utilized Veeam for backups, SDV, as a Veeam Service Provider, proposed a managed DRaaS solution leveraging Veeam technology.

An additional requirement surfaced during the discussion—the Customer had two servers requiring longer-term data retention, which was not cost-effective to manage with Veeam alone. To address this, SDV recommended a specialized software for these servers, ensuring the necessary long-term retention while also enabling file and folder level recovery.



## The Solution (cont.)

This tailored approach not only addressed the Customer's immediate needs but also established a scalable framework for future growth. Additionally, it positioned the Customer for upcoming evolution and migration to cloud infrastructure, ensuring they can seamlessly adapt to changing business demands and technological advancements.



## Customer Outcomes

- **Reduced operational burden:** Data protection responsibilities were given to SDV, enabling the organization to concentrate on core animal welfare activities rather than IT complexities.
- **Faster recovery processes:** Reduced downtime with rapid recovery capabilities was achieved, allowing the organization to resume operations quickly during disruptions.
- **Tailored retention strategy:** The customer now has the utilization of specialized data storage for long-term data retention, ensuring compliance without straining the budget.
- **Future-ready infrastructure:** The customer is now positioned to migrate to cloud infrastructure, enabling them to leverage advanced technologies and improve operational efficiency.
- **Increased compliance:** With a more reliable backup strategy in place, the Customer mitigated risks related to HIPAA compliance, ensuring that sensitive data remained secure and accessible.



## Technology Advisor Outcomes

- **Strengthened client relationship:** The Technology Advisor reinforced their role as a trusted partner by effectively addressing the Customer's immediate concerns and recommending a unique solution provider to provide a custom and comprehensive solution.
- **Reputation enhancement:** The Technology Advisor's reputation in the industry was elevated and is now known as a go-to expert for complex data protection challenges.
- **Expansion opportunities:** These actions opened avenues for further engagement and services as the Customer evolves and grows.