

## Life Insurance Firm

### CHALLENGE

Fidelity & Guaranty Life is a leading provider of annuities and life insurance headquartered in Des Moines, Iowa. FGL has been in business for over 50 years with more than 700,000 policy holders and \$19.8 billion in assets under management. FGL's strength is in their size. They operate a lean organization and compete in the market with companies that have many more employees as well as additional overhead. The AVP of IT Infrastructure, Kurt Labenz, and Director of Infrastructure Services, Jeff Sabin, at FGL are responsible for 'everything infrastructure' at Fidelity & Guaranty Life. The servers, network storage, data networking, cyber security, infrastructure architecture, desktop support, corporate disaster recovery, and facilities management are all within their scope as part of an 18-person infrastructure team. In order to relieve their overburdened staff from the tedious and costly efforts required to build and maintain their primary and redundant data center facilities, FGL turned to Data Canopy.

### SOLUTION

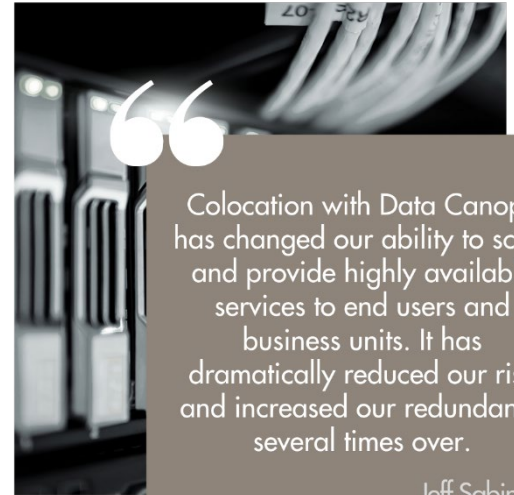
Disaster recovery and business continuity concerns have been a driving factor for FGL to move into colocated data centers. To maintain levels of service and their edge in a highly competitive industry, they needed to be certain that their applications and data were consistently available and protected from outage or loss for their employees, agents, and clients.

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## RESULTS

The FGL infrastructure team's decision to outsource their data center through colocation has helped them to focus their time and resources on strategic initiatives in support of broader business goals. "Building and owning your own data center is a significant cash outlay and colocation gives us the flexibility to control our own systems. With Data Canopy, we have enough room to grow without having to worry about everything else. We can focus on projects and the business, versus being tied up in data center management. Data center management can be a time vampire," commented Kurt.

As for future initiatives, FGL is investigating software-defined networking and cloud-based technologies (IaaS and SaaS), among other projects. "It's easy to consider these future-looking technologies and initiatives when you're already in a Tier III facility. When you're located in a data center that can provide all of your required power, cooling, and rack space, you can focus on what is right for the business need and not worry about the backend infrastructure supporting it," said Jeff.



Colocation with Data Canopy has changed our ability to scale and provide highly available services to end users and business units. It has dramatically reduced our risk and increased our redundancy several times over.

Jeff Sabin