

Financial Services

CHALLENGE

This financial services company was introduced by a partner to Data Canopy as they were about to sign an agreement with another vendor. The financial services company was looking for a highly efficient and strategic disaster recovery plan with little to no downtime. Data Canopy engaged with the end client to understand its disaster recovery requirements and helped the client to discover that the solution proposed by the other vendor was missing critical information and resources required.

SOLUTION

As part of its discovery process, Data Canopy completed an in-depth analysis of the financial services company's disaster recovery needs. Data Canopy composed a ten-page detailed description of the disaster recovery plan that would best meet the client's requirements. The personalization and detail of this process lead the client to feel confident that they were in capable hands with Data Canopy and their data would be available if ever a disaster were to impact their production environment. Prior to deployment, Data Canopy mapped out the disaster recovery process and ran disaster recovery tests to ensure success.

RESULTS

Following a highly consultative discovery process, Data Canopy delivered a hybrid, redundant disaster recovery solution to the financial services company. Today, Data Canopy and the financial services company have a thriving relationship. Over a two-year period, they have gone from being purely a disaster recovery client to also procuring colocation and additional cloud resources from Data Canopy, growing by more than 50%.