



GUARDIAN IT GROUP

DISASTER RECOVERY SERVICE BRINGS PEACE OF MIND TO SUN CUSTOMERS

KEY HIGHLIGHTS

Company

Guardian IT Group

Industry/Market

Business Critical IT Services

Products/Services

- Sun Enterprise™ 10000 servers
- Sun StorEdge™ T3 Enterprise arrays
- Various Enterprise class Sun™ servers

Key Business Solutions

- Implemented a recovery plan that will be up and running within three hours of a disaster
- Consolidated servers
- Increased processing power
- Provided several options of disaster recovery services

“We already had a number of Sun Enterprise servers, but a major client needed more processing power than those machines could provide. Rather than add to our Enterprise servers, it was more cost-effective for us and our client to buy a Sun Enterprise 10000 server and provide domains on that, each domain acting as a disaster recovery server for an Enterprise server.”

*Olaf Krenz, Sun Program Manager
at Sun Disaster Recovery Partner,
Business Guardian*

When your business depends on having your computer systems up and running, a fool-proof business continuity and disaster recovery plan is an essential element of your IT strategy. As UNIX® servers run business-critical applications, companies are increasingly looking at disaster recovery plans as an integral part of the initial system purchase.

To meet this crucial need, business critical IT solutions specialist Guardian IT Group’s Business Guardian division provides business continuity and disaster recovery services for a range of UNIX hardware and Sun processors make up the largest proportion of its backup equipment. Since July 1993, Guardian has been providing Sun Restart Services in partnership with Enterprise Services, <http://www.sun.com/service/>, and the combination of its proven recovery procedures and Sun Service support has proved highly successful.

“More often than not, a prospective server customer will ask what disaster recovery service is available as part of the deal. If nothing is available, the hardware vendor may find itself disadvantaged in the sale,” says Olaf Krenz, Sun program manager at Sun disaster recovery partner, Business Guardian.

Sun Enterprise Servers Are the Backbone to Guardian’s Disaster Recovery Services

Guardian was established in 1986 and now is one of the major providers of business continuity services to UNIX users, with nearly 40 Recovery Centers worldwide. It was one of the first to attain quality accreditation for “disaster avoidance and business recovery”, and has extensive resources for disaster recovery throughout the UK, mainland Europe, the Far East, South Africa, and the US. Guardian customers can sign contracts, which give them access, in the event of their systems or data centers becoming inoperable, to a backup machine or machines configured to enable them to conduct business as usual.

In 1997, Guardian invested significantly in developing new services and upgrading existing services, including over \$1.4 million worth of Sun Enterprise servers and a Sun Enterprise 10000. In addition, during the years 2000 and 2001, Guardian invested \$2.5 million in Sun services in the UK and another \$2.8 million in continental Europe. These investments have helped Guardian emerge as a leading international provider of both strategic and operational support to safe-guard staff, data, IT systems and business

premises. Currently, Guardian's customers total over 4,000 company-wide, including a number of the London Times Top 100 companies and prestigious blue-chip accounts.

Guardian offers a comprehensive portfolio of prevention, containment and recovery services to enable customers to develop an integrated business continuity strategy. The most popular is a hot restart service, providing access to a replacement system at one of Guardian's data centers within three hours of notification of a disaster. A dedicated replacement system is provided at the time of disaster. This may be a system owned by Guardian or owned by the client, and therefore, dedicated only to its use.

Another option is the relocatable restart service, whereby a replacement system is delivered and installed at a contingency site of the client's choosing within 24 hours. Either way, customers can rest secure in the knowledge that, if disaster strikes, they will be back in business in as short a time as possible. Through Guardian's workplace recovery service, they can even take advantage of a fully fitted office environment ready and waiting for their staff to occupy.

The Sun Enterprise™ server family is the industry's only single, binary-compatible product line featuring a range of servers that scale from one to 64 processors and provide flexibility, investment protection, and an unparalleled growth path for its customers. Designed for workgroup, departmental and data center computing environments, the Sun Enterprise server family provides an ideal platform for a variety of applications, including enterprise resource planning, electronic commerce, data warehousing, Internet/Intranet and customer management systems.

Sun Enterprise 10000 Provides Cost-Effective Upgrade

Over the past years, Guardian has built up an impressive collection of Sun hardware including a Sun Enterprise 10000 server, in addition to ten Enterprise class Sun servers and a number of workgroup servers in the UK alone. In 1997, Guardian was the first Disaster Recovery provider in Europe to acquire a Sun Enterprise 10000 server. "We already had a number of Enterprise class Sun™ servers, but a major client needed more processing power than those machines could provide. Rather than add to our servers, it was more cost effective for us - and our clients - to buy a Sun Enterprise 10000 server and provide domains on that, each domain acting as a disaster recovery server for an Enterprise server," explains Olaf Krenz. "This purchase also enables us to provide Disaster Recovery Services to support Sun Enterprise 10000 users."

Since then, the server was updated and now includes Sun's 400 MHz UltraSparc™ II CPUs. Furthermore, in the years 2000 and 2001, Guardian invested in Sun Enterprise 10000 servers for France and Switzerland.

When Sun introduced the new generation of Sun T3 fiber disk arrays in 2000, Guardian was again the first business continuity supplier providing terabytes of this new disk technology for its customers.

The winning combination of Guardian and Sun solutions is giving peace of mind to Sun customers.

For more information, visit: www.guardianit.com

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