

# INFRASCALE DELIVERS FAST RTO AND LOWER COSTS FOR FOREST WAY SCHOOL



## PROFILE

Forest Way is a co-educational day area special school for pupils aged 3-19 years located in the United Kingdom. Founded in 1980, the school serves over 200 students and employs a staff of 145.

### Protected Data/Environment:

1.8 TBs, 20VMs running on Windows Server 2012 R2

## CHALLENGES

- Reducing storage and data protection costs.
- Finding affordable and rapid failover.
- Protecting a heterogeneous environment.

## SOLUTION

Infrascale's Disaster Recovery as a Service (DRaaS) solution:

- Backup and recovery software
- On-premise appliance
- Replication to Infrascale's cloud

## Business Challenge:

### Finding Simple, Affordable, and Rapid DR

Forest Way was facing new data protection challenges and demands that their legacy data protection infrastructure couldn't meet. Like most schools, the amount of data they needed to protect had grown exponentially, along with the different devices and platforms that the data lives on.

Also, Mark Lewis, Head of IT at Forest Way decided to virtualize their server infrastructure and this dramatically changed how they were doing backup and disaster recovery. Mark said, "Every time the senior leadership team reviewed our business continuity plan, I was getting grilled because what we had wasn't comprehensive or affordable."

Constricted by a tight budget and limited IT resources, Mark Lewis began taking steps to modernize the school's backup and disaster recovery capabilities and solution. He needed to find one solution that would increase RTO, reduce costs, and protect a heterogeneous environment. Ease of use was also top of mind.

## RESULTS

- Improved RTO from hours to minutes
- Reduced costs by 25%
- Complete Mixed Environment Protection with one solution



The best part about Infrascale is the peace of mind the rapid failover and reliability delivers. I don't worry about business continuity reviews, because everything is protected and recoverable"

**Mark Lewis,**  
Head of IT at Forest Way

## How Forest Way Selected Infrascale

On the search for an integrated solution that included on-premise and cloud disaster recovery, Mark was introduced to Infrascale through their managed service provider Capital Bytes.

### *Rapid Failover delivers "Aha" Moment*

For Mark, the "aha" moment came during the first demo. When he saw how easy and fast it was to failover locally or in the cloud he said, "Whoa, I want this." The school was experiencing weekly power outages, so reliable and fast failover was essential.

### *Infrascale Reduces Data Protection Costs*

It wasn't just the impressive feature set that stood out, but Infrascale's disaster recovery cloud solution introduced a more scalable "pay as you go" cloud storage model. This meant a lower total cost of ownership and estimated 25% cost reduction in storage costs, as compared to the legacy system.

Another key differentiator was Infrascale's ability to protect any OS and server, which meant that Forest Way would only have to deploy one solution to protect their mixed environment. For Forest Way, that meant support for Linux-based virtual machines, which the legacy system did not support. Mark said, "Infrascale provides a much easier and comprehensive disaster recovery platform, without the enterprise price tag."

Forest Way considered Veeam but their licensing was complicated and their solution was not as flexible. Once Mark factored in the costs and frequency of power outages, Infrascale became the clear choice. For Mark, Infrascale's DRaaS solution was going to solve two big problems: rapid DR and scalable storage.

### *How Forest Way uses Infrascale*

Forest Way deployed Infrascale's cloud backup and recovery software, and an on-premise failover appliance, which replicates to the Infrascale cloud. Mark said, "The setup for Infrascale was a piece of cake and the onboarding team was fantastic to work with." He added, "On-site and off-site testing works as expected, and recent file-level restores have been much easier than with previous solutions."

### *Improving RTO by 10X*

Achieving an RTO that is now measured in minutes versus hours, Mark is very happy they adopted Infrascale. Mark said, "The best part about Infrascale is the peace of mind the rapid failover and reliability delivers. I don't worry about business continuity reviews, because everything is protected and recoverable."