

## Canopius - safeguards business continuity and saves money.

Canopius takes control of disaster recovery, improves recovery times and avoids escalating vaulting charges. This paper shows how.

### Business Challenge

Canopius had a 1Gb Fibre link\* to their business continuity provider, who provided a 'black box' data vaulting service. The provider also provided a workplace recovery site. Approximately 7TB was backed up and vaulted.

Canopius was concerned at the increasing cost of their disaster recovery (DR) service. Data vaulting charges levied by their business continuity provider were increasing proportionately with data volumes, and data volumes were exploding. Canopius was paying the price of success.

At the same time there were concerns about the recovery time objective offered by the current service: It was measured in days, and this was no longer good enough for the business. To make matters worse, there were limited opportunities for testing of the recovery plan, and the testing was difficult and time consuming. This led to lack of confidence. Would everything go as planned if the unthinkable happened, and did the plan actually reflect the needs of the business?

Brent Gebbie, Canopius's Infrastructure Manager, wanted to know if there was a way of improving confidence, enhancing recovery, and taming the cost of vaulting at the same time. He asked data availability specialist CWL Systems Ltd to take a look.



## Customer Case Study



CANOPIUS

### Executive Summary

**Canopius Group**  
[www.canopius.com](http://www.canopius.com)

A privately-owned international insurance and reinsurance group underwriting a diversified book of specialist business worldwide. The group operates at Lloyd's through its flagship Syndicate 4444 and through its overseas operations in Bermuda, Singapore, Ireland and Australia

#### Business Challenge

Enhance recovery and reduce costs of Disaster Recovery strategy

#### Solution

Double-Take Software, Virtualisation and SAN

#### Business Results

- Recovery times now measured in minutes rather than days
- Payback will be achieved in under 2 years with an expected saving of £186k by year 3

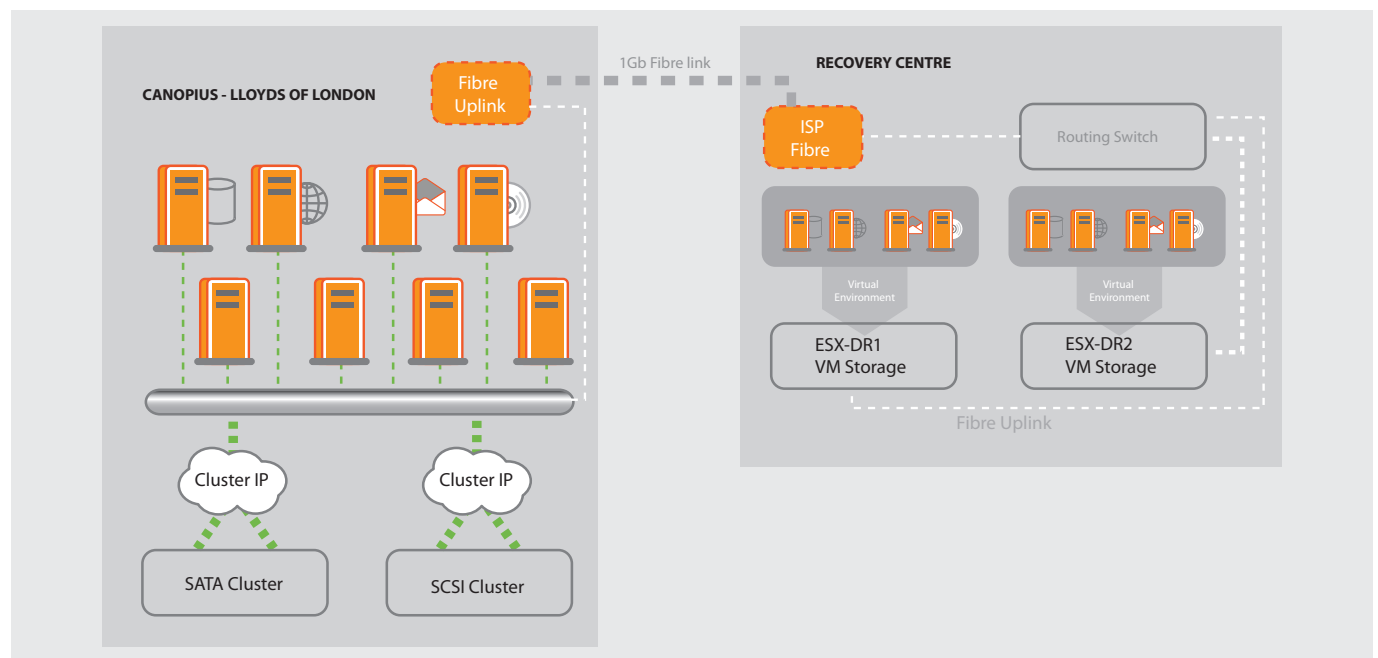
*“With CWL, we have successfully tested our fail-over strategy, and we can have our full set of applications available for use within minutes.”*

Brent Gebbie, Infrastructure Manager at Canopus

### Solution – Double-Take, virtualisation and SAN

CWL proposed that Canopus retain their business continuity provider for the high speed link and workplace recovery, but take control of their DR storage. Not only would their plan save a lot of money, it would actually offer the company faster, more comprehensive recovery in case of disaster. Canopus accepted the proposal.

### Technical overview



Instead of relying on tape backups, Double-Take Software continuously replicates data from file, database, application and mail servers at One Lime Street across the 1Gb link to virtual servers at the DR site. This ensures that data at the DR site is up-to-date.

The DR servers are attached to fibre channel SANs, which have been rotated out of the production environment, replaced by Left-Hand Networks ISCSI SANS.

The virtual servers at the DR site shadow their production counterparts at One Lime Street, and constantly monitor their availability. If a DR server detects unavailability of its counterpart, an alert is generated. If IT support establish that failover is the appropriate response, this is initiated with a single click. Server names and DNS records are automatically amended and relevant services automatically started on the DR servers. Thanks to Double-Take the data is already available, so the DR servers are now open for business. Up and running with recovery point and recovery time objectives measured in minutes rather than days, with no reconfiguration required for any workstations or clients.

## Extra benefits

Expected payback period is well under 2 years, 3 year expected savings are £186k. But there are other subtle, yet crucial, benefits to the new scenario: not only are the top-line objective numbers theoretically good, but real-world performance can now be tested end-to-end whenever required, rather than a couple of times per year.

This means that the recovery plan can be validated regularly, and/or whenever infrastructure, applications or business requirements change. In case of disaster, not only is recovery faster and more up-to-date, it is more likely to reflect the needs of the business, helped by procedures that are tested and robust.

As Brent Gebbie, Infrastructure Manager at Canopus, puts it: "With CWL, we have successfully tested our fail-over strategy, and we can have our full set of applications available for use within minutes."

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### \*A note about DR bandwidth

Even in the City few companies have the luxury of a 1Gb fibre link for their DR traffic. CWL has successfully used Cisco Wide Area Application Services (WAAS) to significantly improve the performance of more typical WAN links. For example, CWL helped Geodesys in Huntingdon save money and improve DR by implementing WAAS. WAAS significantly reduced the traffic on their DR link. They saved money on bandwidth growth and improved their DR provision at the same time.

So organisations with modest bandwidth budgets can now take advantage of new techniques to improve business continuity.

There's more information about WAAS, a case study about CWL's implementation for Geodesys, and details of CWL's free WAAS trial offer here: <http://www.cwlnews.co.uk/>

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## About CWL

CWL Systems specialises in ensuring the availability of critical data. If you'd like to discuss any questions or concerns you have in these areas, please call us on **0845 880 1285**.

