



# Discovering the Importance of Backup and Recovery

Wholesale Success Story | Cain-Forlaw Company



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## Solution Highlights

Industry | Wholesale

### Protected Platforms

- Terminal servers
- File servers
- Domain controllers

### Solution

- Recovery Series 313 backup appliance
- Unitrends Forever Cloud

### Benefits

- Off-site storage
- Bare metal restores
- Peace of mind



I like that I effectively get three different kinds of backup storage. I get the main backup, I get the offsite backup and I get the archive backups. So really, I'm triple protected.

Jon Ogden  
IT Manager  
Cain-Forlaw Company



## Customer Profile

Cain-Forlaw Co. is a manufacturer's representative offering a range of radio frequency and microwave components, such as semiconductors, for use in communications products (for example cell phones or wireless routers/modems). The business spans across multiple fields including mobile systems, telecom, medical, automotive and more. The company's main headquarters utilize three servers with a combined total of roughly 350 GB of essential financial information and internal operations data.

## The Challenge

Prior to adopting the Unitrends solution, Cain-Forlaw was not using any form of data protection. Jon Ogden, IT Manager at Cain-Forlaw, discovered the importance of data backup when he and his team had a close call with one of their data servers. "We came very, very close to complete disaster and losing absolutely everything. That's when I realized we had to find a solution that will protect us and allow us to recover from a disaster," Ogden said.

## The Solution

Unitrends was recommended to Ogden by a local IT company, CCC Technologies. One of the major benefits Ogden found was the ability to restore data at a file- and byte-level. Also, Unitrends innovative bare metal and Unitrends Forever Cloud data backup solutions were a fundamental reason for going with Unitrends. "We wanted a way that we could have our data stored off-site so that in case something happened to the facility here, we'd still have all of that data and be able to get back in business quickly," Ogden said. Unitrends differentiates itself from most competitors with its all-in-one product offering that has the ability to protect a wide range of platforms with a single pane of glass.

## The Results

Since implementing the Unitrends data backup solution, Ogden has been able to avoid the kinds of "close calls" he was forced to deal with before. Such a case was when entire account records were accidentally deleted from their public folders, and it was too late to use any file retention functions on the system. "Using the backup data that we had on our Unitrends box, we were able to restore the lost items and get those accounts back in just a few minutes without any major issues," Ogden said.