

# Ensuring Data Protection Across Widely Distributed Locations

Financial Success Story | American Advantage Insurance



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## Solution Highlights

Industry | Finance

### Protected Platforms

- Distributed physical and virtualized
- Windows servers

### Solution

- Two x Unitrends Recovery 312

### Benefits

- Rapid restores
- Centralized management of backups
- Peace of mind



I've dealt with a lot of different software/hardware vendors and out of all them I'm really glad we chose the Unitrends device just because of the support we get.

**David Lando**  
IT Director  
American Advantage Insurance Group



## Customer Profile

American Advantage Insurance Group is an insurance provider for the Wisconsin area, with headquarters in Pewaukee and remote locations across the state. American Advantage strives to provide all their clients with realistic solutions to their home, auto, and business insurance needs. The company's offices have five windows servers, including domain controllers, terminal servers and file servers. The main and remote offices require weekly data backups of about 300GB.

## The Challenge

David Lando, IT Director at American Advantage had to deal daily with troubleshooting backup errors, complex recoveries of deleted data and unresponsive support for his deployment of Veritas Backup Exec. It was also time consuming trying to help remote offices with their backup issues because of a lack of IT expertise at the smaller locations. This was a clear problem for American Advantage, a company that requires 100% server uptime to share information across a wide area of offices.

## The Solution

After doing some research, Lando chose a pair of Unitrends Recovery 312 backup appliances. After deploying the solution, Lando saw immediate benefits from using Unitrends new user interface, which allows him to manage his backup environment easily and all in one place. It is seamless and efficient for setting up automatic, scheduled backups for his entire infrastructure.

## The Results

Now American Advantage Insurance has a centralized and effective data backup and recovery process centrally managed from the home office. "When it comes to restoring the data, I like how it's easy. The user interface is easy to use and I have been able to make everyone happy when they have deleted something and need it restored." Lando said. Another source of his satisfaction is the technical support he receives. Unitrends expert technical support team is devoted to guiding every customer through any issue and not stopping until it is resolved. Having support to back up the product, along with its quality performance creates a complete and satisfactory experience for Unitrends customers. With the prior solution "...a lot of the time that I used to spend on troubleshooting a problem has gone to the wayside because we're now using Unitrends." Lando says.