

[Case Study Cold DR]

# Growing Business sees ServerHouse as obvious choice.

ServerHouse



## The Requirement

A soon-to-be market leader sought a Disaster Recovery solution outside of London but with easy access from both London and their offices in Basingstoke.

A close call had demonstrated their need for DR but being a relatively small company, the combination of licensing costs and over-specified DR solutions left them with a tough choice, until they discovered ServerHouse.

“To be honest we were ready to give up, every option we looked at was more complex, more cost and more time than we wanted to invest. We knew we had to protect the business, but nothing on the market seemed to fit” – Finance Director

## The Solution

ServerHouse took the time to listen to the client’s needs and properly understand their business. ServerHouse was then able to tailor a solution around what the client wanted, without the excess cost and complexity of an off-the-shelf product.

ServerHouse provided the client with an efficient Cold DR solution. Cold DR means the servers are normally off. There were no additional licensing costs as the servers only powered-up for testing and event purposes. Serverhouse’s offering also enabled large savings from the ongoing power cost of other products, which made it viable for the client to protect their business.

“It’s silly charging a client for something he doesn’t need, it’s about meeting the customer, understanding his problem and offering the correct solution – Our can-do attitude” Sam Taylor – ServerHouse