

Case Study: AmChar Wholesale



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Fred Webb - Director of Information Technology, AmChar Wholesale.

Case Study Overview

Company:

AmChar
Wholesale

Industry:

Largest Law-
Enforcement Arms
Dealer in North
America

Challenge:

Implement a US
Government /
Federal Bureau
of Investigation
approved data
retention and Disaster
Recovery Solution
that complies with
ATF retention and
retrieval standards

Solution:

OffsiteDataSync's
FIPS Certified Cloud-
Based Backup and
Disaster Recovery
Solution

Benefits:

- Compliance with Return Time Objectives (RTO) and Return Point Objectives (RPO) mandated by FBI and ATF
- Reduction in storage, archive & retrieval costs
- 89% reduction in backup window, 100% reliability based on full weekly validation testing



AmChar Wholesale Implements OffsiteDataSync's FIPS 140-2 Certified Data Backup and Disaster Recovery Solution.

Overview:

AmChar Wholesale, with headquarters in Rochester NY, selected OffsiteDataSync's Cloud-Based Data Retention and Disaster Recovery service to provide server redundancy and DOD compliant data retention and archiving for mission-critical systems.

AmChar Wholesale's Profile:

AmChar Wholesale is the premier arms dealer for law enforcement, military and sport shooting in the Northeastern United States. Headquartered in Rochester NY with a 60,000 sq. ft. state-of-the-art warehouse, AmChar supplies wholesale arms and shooting accessories to licensed dealers around the country. Powered by a Microsoft SharePoint farm, AmChar's inventory system is paramount to the function of daily operations and compliance mandates by US Government agencies including the Federal Bureau of Investigation (FBI), the Bureau of Alcohol, Tobacco, Firearms and Explosives (ATF) and the U.S. Federal Court System. Immediate and accurate retrieval of decades-old data may be mandated by any or all of these agencies.

AmChar Wholesale's Objective: Implement a cost contained unified data retention and disaster recovery solution compliant with federal security standards for long-term storage and immediate retrieval.

AmChar struggled with traditional tape and disk-based systems for backup, restore and full server protection in their production environment for years. Backup windows were exceeding 24 hours, multiple tapes and restoration times were projected to be well outside the acceptable level.

Ultimately, with their high-demand environment, AmChar turned to OffsiteDataSync and addressed each of the issues they were facing.

The Solution: OffsiteDataSync's FIPS140-2 Certified Data Backup and Disaster Recovery.

After rigorous trial, AmChar selected OffsiteDataSync based on two key components: technology and service. Throughout the trial, OffsiteDataSync's cloud-base backup and disaster recovery solutions were proven enterprise-class and technical expertise was specialized and focused on recovery. According to Fred Webb, IT Directory for AmChar Wholesale "OffsiteDataSync was the only provider in the Northeast that could meet our demands with a fully certified FIPS (Federal Information Processing Standards 140-2) solution." When we compared and tested other options we found a small army of home office / consumer-based solutions with restoration times ranging from 'no guarantee' to upwards of '21-days'. Ultimately, the choice was clear: OffsiteDataSync offered us the business-class products and services we needed."

"We are bound by stringent ATF regulations. On a moment's notice we can be approached by the ATF, FBI and a number of other government institutions that demand information

from years or decades ago. With OffsiteDataSync we can comply quickly and accurately every time.”

Fred Webb - Director of Information Technology, AmChar Wholesale.

Another heavy consideration was the geographical redundancy of OffsiteDataSync Vaults. One in New York and the other in Philadelphia - both SAS-70 compliant - AmChar was guaranteed data integrity and business continuance even in the event of geographic catastrophe. “With critical data and complete server images regularly sent to geographically diverse OffsiteDataSync vaults we have guaranteed successful recovery from accidental file deletion, data corruption, server failure and all types of natural disaster” according to Fred. “We replaced a tape backup system that was both cumbersome and problematic with automated, military-grade data protection and server redundancy for less cost than a new tape system with daily courier service”. AmChar, like other IT constrained organizations, is leveraging OffsiteDataSync’s cloud-based backup to access historical data from weekly, monthly or annual archive in record time. Now, during AmChar’s monthly test, Fred pushes a keyboard in front of another admin and with notable swagger says “Delete a file; I’ll have it back in 30 seconds. Try to take one of the SharePoint servers down and I’ll have another one up, running and fully functional before you find the right cable to pull.”

About OffsiteDataSync:

OffsiteDataSync delivers cloud-based data retention and disaster recovery solutions that offer effective and reliable enterprise-class data protection. OffsiteDataSync Cloud Backup and Disaster Recovery solutions are designed for IT constrained businesses and organizations with compliance mandates that remain unaddressed by traditionally unsecure, cumbersome tape-based solutions and alternate online solutions geared toward consumer-based data protection. With more than a decade of specialization in data retention OffsiteDataSync successfully protect millions of files and terabytes of data on a daily basis.