How Technology Does Business

Client	Project
Trimont Real Estate Advisors	Disaster Recovery

Location	Solution
Atlanta, GA	iVision Fusion Recovery, a flexible, fully managed Disaster Recovery-as-a-Service (DRaaS)

Project Overview

Trimont Real Estate Advisors provides asset management, servicing, due diligence and customized advisory solutions to commercial real estate clients across the globe. Information Technology is very important to Trimont, but the additional work needed to keep their co-located disaster recovery environment up and running required more time than desired. Trimont's IT department decidedly needed to be able to focus on tasks that furthered the overall goal of the growing company instead of "keeping the lights on" at their DR site.

So, when Trimont decided to move its headquarters, which also required a move of their production data center, a strategy was put into place to assess and improve upon their disaster recovery model as well.

Transformation Delivered

iVision engineers assessed Trimont's IT environment, reviewed existing data recovery redundancies and created a disaster recovery roadmap for the future. The iVision team saw where switching to a cloud-based Disaster Recovery-as-a-Service (DRaaS) solution could greatly improve upon Trimont's existing DR environment.
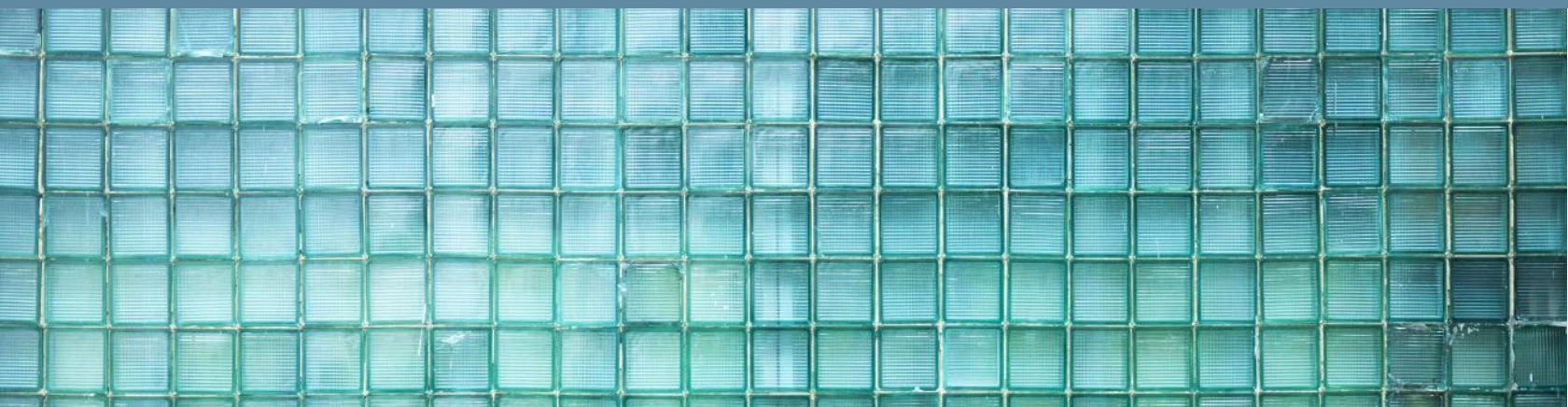
The change would reduce capital costs and trim ongoing operational expenses (such as real estate costs and co-location fees) associated with running a co-located DR site. It also would allow Trimont's small IT team to redirect their time to technology projects that could drive business growth.

Raquel Brown, Managing Director of IT and Security, and her team saw the potential. Upon closing their secondary data center in Charlotte, North Carolina, Trimont decided to move to iVision Fusion Recovery, a flexible, fully managed Disaster Recovery-as-a-Service.

> **"Before we moved to Fusion Recovery, our engineering team would spend extended periods of time focused on disaster recovery. Now we're using our resources in ways that can really grow the business."**
>
> – Chris Collins, Director of IT, Trimont Real Estate Advisors

Business Overview

After moving to Fusion Recovery for its secondary disaster recovery operation, Trimont reduced capital and operational costs, as iVision had predicted. The company also realized unexpected savings by moving equipment from its shuttered secondary data center in Charlotte to other Trimont locations. That allowed Trimont to beef up its overall technical footprint in anticipation of merger and acquisition activity without allocating new dollars to the effort.

The switch to iVision's cloud-based Fusion Recovery solution sped up the company's transition to a more secure and reliable disaster recovery environment. It also reduced business risk because the necessary technology was in place from day one. There was no ramp up to full redundancy.

In addition, Trimont reduced the complexity of what had been manual and intensive disaster recovery protocols and increased automation to failover service. "The DRaaS solution replicated our production systems and provided best-of-breed failover capabilities," Brown said.

Finally, Trimont's IT team was able to reallocate time to strategic, business-centric technology projects – a valuable shift in priorities. "Before we moved to Fusion Recovery, our engineering team would spend extended periods of time focused on disaster recovery," Trimont's Director of IT, Chris Collins said. "Now we're using our resources in ways that can really grow the business."

"The DRaaS solution replicated our production systems and provided best-of-breed failover capabilities."

- Raquel Brown, Managing Director of IT and Security, Trimont Real Estate Advisors

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