

RL Corporation



“With Iron Mountain’s Server Electronic Vaulting, we are reducing our risks and becoming more efficient.”

– John Rapchinski, managing principal and chief operating officer of RL Corporation

- CUSTOMER:** RL Corporation, parent company of Lordi Consulting and Peopleflex
- BUSINESS:** Leading suppliers of accounting and staffing services in Philadelphia
- CHALLENGE:** Keeping an increasing amount of client and company data safe and easily recoverable in the event of an unforeseen disaster or computer failure

RL Corporation is the parent company of complementary professional services firms Lordi Consulting and Peopleflex, leading suppliers of accounting and staffing services in the Philadelphia area. Specifically, Lordi Consulting provides accounting, internal audit and business advisory services. Peopleflex’s services include permanent search and contract staffing. Clients range in size, industry and complexity from start-ups through multi-national organizations.

RL Corporation helps companies face their unique challenges by providing the accounting and staffing services that fit their special needs. From securing financing to implementing new accounting pronouncements to relocating an entire accounting department, consultants help improve any company’s performance and complete important initiatives. Ultimately, RL Corporation’s services allow companies to focus on their core businesses while leveraging the expert guidance they require to make their businesses successful.

THE CHALLENGE: PROTECTING THE COMPANY’S HIGH-PROFILE CLIENT INFORMATION FROM DATA LOSS

As an accounting services firm, RL Corporation needs to be able to recover critical data in the event of a business disruption or accidental data loss. For this reason, the company needed a reliable and secure backup and recovery process in place to eliminate any threat to its continuous operations.

As the company experienced impressive growth rates, it recognized the need for a more scalable and efficient server backup system. RL Corporation needed to reduce the burdens associated with its current method of manually backing up six servers

in multiple locations to tape. This system was no longer adequate from a cost, resource and time standpoint, not to mention the fact that those backup procedures were unreliable and created hard-to-resolve glitches.

“With Iron Mountain’s automated backup, we’ve been able to relieve a four-person IT staff from manual tape backup practices involving a 16-hour backup window, which hindered the productivity of the entire office,”

The company considered an internal storage area network (SAN) for in-house backup capabilities. However, this approach would have cost upwards of \$150,000 and taken more than two years to build. As a result, the capital costs, resources and time which would be required could not be justified. Instead, RL Corporation turned to Iron Mountain’s Server Electronic Vaulting service which offered a better solution for securing critical data at a lower cost.

CASE STUDY

IRON MOUNTAIN | RL CORPORATION

THE RESULTS: RL CORPORATION SAVED TIME, REDUCED COSTS AND IMPLEMENTED EFFICIENCIES THAT ALLOWED CONSULTANTS TO PROVIDE BETTER CLIENT SERVICE

By selecting Iron Mountain's Server Electronic Vaulting service, RL Corporation has been able to ensure that its high-profile client information and internal data is secure, backed up in real-time and available in the event of an unforeseen disaster, human error or computer failure.

RL Corporation uses Iron Mountain's Server Electronic Vaulting service to back up six servers as well as numerous database applications, including accounting, staffing and scheduling programs, on a continuous, real-time basis. Currently 400GB of data in two offices – Philadelphia and West Chester – require backup, including data in remote client locations where employees connect via a virtual private network (VPN). This backup load will be reduced to approximately 200GB as Iron Mountain's data reduction processes skim redundant data out of the system.

In addition, RL Corporation has seen significant decreases in data recovery time and demand for IT resources. Iron Mountain's Server Electronic Vaulting service backs up critical data continuously, thus removing the element of human error from backup and recovery operations and improving efficiency.

"With Iron Mountain's automated backup, we've been able to relieve a four-person IT staff from manual tape backup practices involving a 16-hour backup window, which hindered the productivity of the entire office," said John Rapchinski, managing principal and chief operating officer of RL Corporation. "Now, IT staff can focus on more strategic projects such as upgrading a CRM or ERP system and implementing an enterprise-wide, online document collaboration tool."

Security issues were also quickly addressed with Iron Mountain's 256-bit Advanced Encryption Standard (AES). AES is used through the entire data lifecycle in both transfer and storage to an off-site secure Iron Mountain vault. Critical data is always backed up and can be immediately restored, if necessary, through a simple Web-based user interface. In addition, Iron Mountain helps RL Corporation by providing a seven-year data retention period.

Overall, Iron Mountain's Server Electronic Vaulting service has significantly reduced the burdens associated with manual backup of data in several locations. RL Corporation's decision to use this service as a corporate standard has reduced the strain on already limited resources and allowed the company to experience an increase in employee productivity. Most importantly, in the event of any kind of business disruption, RL Corporation is operationally and financially prepared to immediately recover from any disaster. As a result, clients can be confident that their data is safely protected off-site, off-line and out of reach, and readily available when needed.

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