Redstor Backup Pro is providing Cactus Backup with a secure and flexible platform to provide data backup services to its customers and partners.

Cactus Backup migrated from tape-based backup technologies in the mid-2000s and was an early adopter of the Attix 5 disk-to-disk backup technology prior to its subsequent acquisition by Redstor.

Cactus Backup

Established in 2007, Cactus Backup was set up as a specialist reseller and distributer of Redstor Backup Pro (Attix5 Backup Pro at the time). Cactus Backup adopts a consultative approach to providing backup solutions to customers.

"We believe it is essential to take the time to understand the business of our customers to provide the most appropriate data protection solution," says Andrew Yates, director of Cactus Backup. "Our extensive IT experience is essential to designing the most elegant and cost-effective data protection solutions for our customers."

As a reseller of Redstor Backup Pro, this depth of experience assists Cactus Backup to understand the needs of its customers and the various systems needed to protect from disaster.

Cactus Backup customers also get access to their in-house developed Operational Dashboard which provides a fast and cost-effective way of identifying and resolving problems with backups.

The requirement

Prior to the broad acceptance of disk-to-disk backup technology and cloud services, most small businesses made use of tape devices and tapes to protect their data. This technology was inflexible, unreliable, and expensive.

Additionally, tape-based backup solutions required significant administration time to manage the tape media, sending tapes off-site daily, and retiring tapes at the end of their useful lifespan. More importantly, tape drives become unreliable as they age, requiring regular servicing, cleaning, and replacement.

The solution

When Redstor Backup Pro first launched its disk-to-disk backup technology, Cactus Backup identified the opportunity to systematically replace its legacy tape-based backup solutions across all its customers.

Designed in the late 1990s, Redstor Backup Pro was specifically designed to operate over the low-bandwidth internet connectivity that typified the South African market at the time.

"Using compression technology and only transmitting the changes made within the data daily, Redstor Backup Pro was able to revolutionise the way in which backups are done and forged a path for the industry to follow," says Yates.

The result

"It is easy to take this for granted now, but Redstor Backup Pro allowed us to remove all of the manual processes required to make daily backups of customer data and to send these backups to a secure off-site location," says Yates.

Redstor Backup Pro makes use of the internet connectivity of the customer at night when most of these links are inactive, providing this service at virtually no additional cost to the customer.

> *Redstor Backup Pro provides an extremely flexible solution architecture which means that we can design solutions that meet the unique needs of our customers. Sometimes, this means leveraging hardware which already belongs to the customer and other times it means being able to provide capacity on a monthly rental model to suit the customer's need for agility and flexibility,"* concludes Yates.

About Redstor

For nearly 20 years, Redstor has been the data management and security company of choice for businesses and organisations looking for a trusted advisor to manage and secure their data. This experience, shaped by our community creates the world-class software underpinning Redstor's cloud data management and security platform.

Our customer-centric approach allows us to provide the best customer service and to develop our technology to suit our customers' needs. Our aim is to give customers control over their most valuable asset, their data, ensuring that it is always secure and always accessible, wherever, whenever.

Redstor-powered services are currently available through hundreds of partners worldwide. As an ISO 27001 and ISO 9001 certified organisation, Redstor combines technical excellence with proven processes to deliver innovative, flexible and secure cloud services that reduce risks and cost to end users. **www.redstor.com**

About Cactus Backup (Platinum Redstor Partner)

If your business needs a data protection solution designed specifically for your unique business needs, then Cactus Backup is the Redstor Partner who will take the time to understand your business and the uniqueness of your specific operational requirements, to build a solution that best suits your needs and your budget.

With more than 25 years of experience in providing IT solutions to business problems, Cactus Backup has the depth of expertise and experience to ensure peace of mind.

Visit **www.cactusbackup.co.za** or contact Andrew Yates directly at **andrew@chronologic.co.za** to discuss your specific requirements.