

DR Options Abound

June 28, 2006, Dave Raffo, News Editor, *Byte and Switch*

Excerpt on Eze Castle Integration & Blue Mountain Capital Group

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Hurricane season combined with a recent proliferation of storage services adds up to -- you guessed it -- a raft of services for disaster recovery.

Eze Castle Integration, an IT outsourcer for financial services, expanded its portfolio of disaster recovery services for hedge fund and investment firms last week. Eze Castle previously offered DR services that included offsite replication for Exchange, SQL Server, and other critical applications, and quarterly testing. Now it offers a higher-end package that includes failover, multiple co-locations, and promises no downtime in recovery applications. It also added a basic service for file and email availability.

Fear of natural disasters isn't the only reason companies are turning to DR services.

New York-based Blue Mountain Capital Group used Eze Castle's IT services to launch its hedge fund in 2003, then signed on for its DR plan last year. Blue Mountain, which has \$3 billion under management, has 60 people in its New York office and 11 in London. President Stephen Siderow says he considered setting up data centers in those offices or a hot site before signing on with Eze Castle for DR.

"We considered doing it in one of our locations, but it seemed to us that we couldn't ourselves do something as robust as Eze Castle offered," he says. "The logic of outsourcing seems to be compelling -- you're pooling your resources with others investing in the same solution."

Siderow says Eze Castle lets him replicate data between New York, London, and Eze Castle's Boston hot site, while Blue Mountain can run its business from either of its offices.

When asked how much down time would cost, Siderow says, "I don't want to know. We've taken lots of steps to make sure that doesn't happen."

"We're an asset manager and hedge fund, our data is our business. Obviously if we're unable to access data, we can't trade our book. Most of the time it helps you sleep at night that you know everything's backed up in secured servers and have redundancy."

Like Blue Mountain, many companies stand to lose big if their servers crash for an hour or so. Not every company is using full DR services, though. Some just want help getting started.