

MAR HEDGE DAILY

Eze Castle offers new DR services

By Hung Tran

Jun-19-2006 - Eze Castle Integration Inc, a provider of outsourced IT services, rolled out its Eze Business Continuity Portfolio today, featuring its Eze Disaster Recovery Services (Eze DR) with three SEC-compliant options - Eze DR Silver, Eze DR Gold and Eze DR Platinum - that allow firms to tailor their business continuity plan based on strategy and budget.

"We're seeing the SEC really driving into disaster recovery right now so they're definitely demanding that registered hedge funds have a disaster recovery plan," Chris Grandi, managing director of sales and marketing, told MARHedge.

"Their goal is to protect investors' money, and they want to know if the managers' operations or office shuts down, how is investors' capital being protected? We've really seen them ramp this up within the last six months."

There is also a bigger impetus on the investor side, with some of the funds of funds and institutional investors demanding to see disaster recovery plans, said Grandi. "We have a couple of clients right now who are having their allocations withheld until they can demonstrate that they have a disaster recovery plan."

Eze Castle's three disaster recovery options differentiate in services and price plans:

- Eze DR Silver is designed for firms seeking cost-effective data protection, email availability and flat file replication with a rapid 'go live' time. One-time setup cost is approximately \$17,500 and monthly service fee is approximately \$1,700.
- Eze DR Gold delivers high availability and disaster recovery for business-critical data and applications. This service is intended for firms that rely on applications, including Order Management Systems, Microsoft Exchange or in-house SQL-based systems, to operate their businesses and avoid revenue loss. One-time setup cost starts at \$31,000, and monthly service fee starts at \$2,750.
- Eze DR Platinum gives firms the optimum disaster recovery and high availability solution with real time application and data replication, near-zero downtime and Storage Area Network (SAN) support. Pricing is customized to individual funds.

The three services can be accessed via the Internet and a standard web browser from home or another office, said Bob Guilbert, vice president of marketing and channel distribution. "This is atypical from what some of the other vendors in the market are offering where they have sites that the clients can drive to and be guaranteed a workstation to gain access to their data," he said.

"We're advocating that people should have access to their information via the Web. Typically [during a disaster], traffic and distance is all the reason why you don't want to get into a car."

Grandi said Eze's new disaster recovery services will be marketed to a wide range of managers with assets, ranging from those with less than \$100 million under management to multibillion dollar operations.

"There is a larger impetus at the higher end with the managers running several billion because they have the larger management fees to be able to afford it," he said. "But funds running less than \$100 million know they have to have this sort of product in order to raise more money."

The company will launch its Eze Voice Continuity Service and Eze Strategic BCP Consulting as part of the Eze Business Continuity Portfolio at the end of the third quarter.

Eze Castle is headquartered in Boston and has offices in New York, San Francisco, Minneapolis and Greenwich, Connecticut.

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