



CUSTOMER CASE STUDY (SME)

Gardner Denver (NYSE: GDI)

Gardner Denver

Company Profile:

- NYSE: GDI
- global manufacturer of industrial compressors, blowers, pumps, loading arms and fuel systems
- Company Scale: **36 countries** with **\$15 billions** revenue in 2010
- <http://www.gardnerdenver.com>



Mr. Eric Leung, VP, ICG and Mr. Benny Ho, IT Director, Asia Pacific, Gardner Denver



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Gardner Denver (NYSE: GDI)

Background:



Challenges:

1. Slow
2. Expensive
3. Hard to use

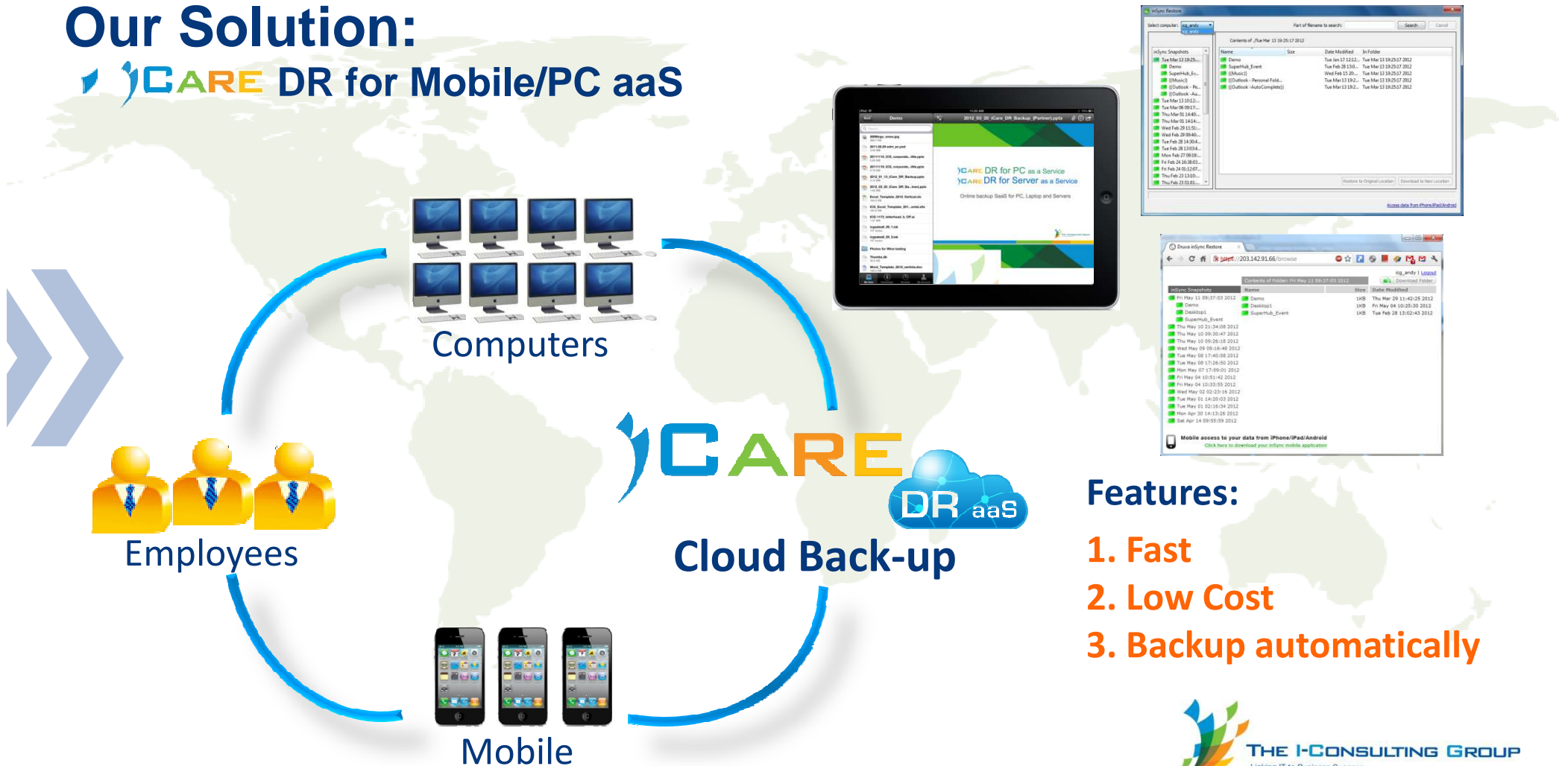


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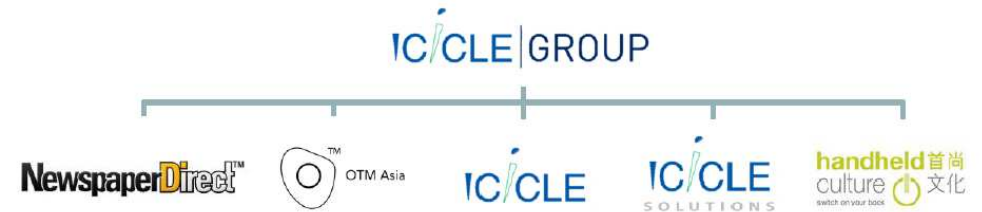
Gardner Denver (NYSE: GDI)

Our Solution:

CARE DR for Mobile/PCaaS



Icicle Group



Company Profile:

- Founded in 1998 in Hong Kong
- China-based communication project management and communication related consumer products.
- Company Scale: **12 subsidiaries with more than 100 employees** in 2012
- <http://www.iciclegroup.com>



Icicle Group

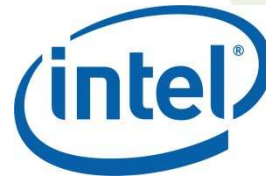
Background:

Challenges:

- Manager using mobile devices to **travel around** the world
- Inconsistent backup practices **jeopardized corporate and sensitive data**
- Only have **one copy** in the laptop



If your data in mobile device is lost, you are losing **49,000 USD**



Over **70%** of this workforce **never** plans a **backup** either before or during travel

329 enterprises to find that they had lost **96,455 laptops** in past one year, mobile even more



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Icicle Group

Our Solution:

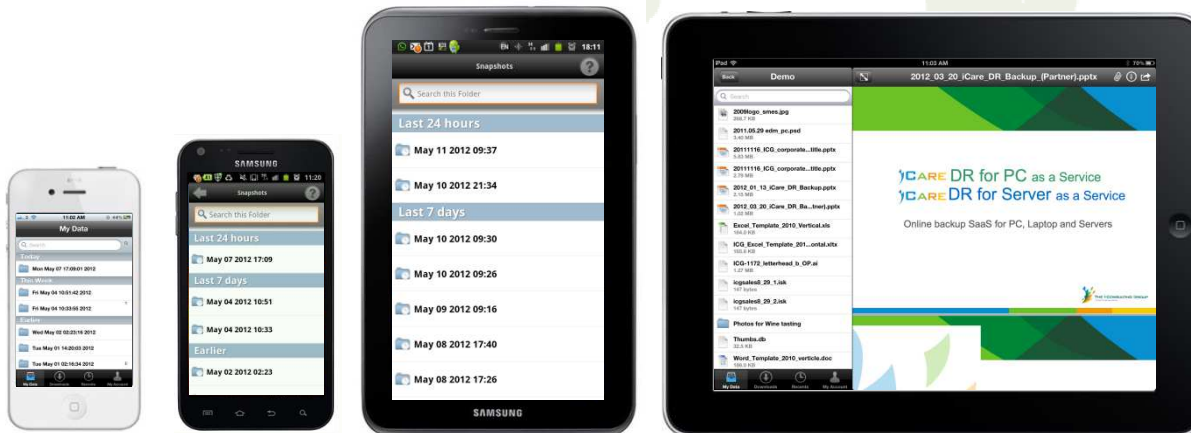
ICARE DR for Mobile/ PC aaS

Features:

1. **Backup** seamlessly and **automatically**
2. **Standardized** the backup practice within Icicle Group
3. Restore from **iPhone, iPad, Android, Android Tablet, PC, Web**



Mr. Eric Leung, VP, ICG (Right),
Ms. Josephine Cheung, Managing
Director of Icicle Group (Left)



Tung Fat Ho Building Material Ltd



Company Profile:

- Founded in **1950** in Hong Kong
- Leading ironmongeries suppliers in Hong Kong
- Company Scale: **Small and Medium Enterprise**
- <http://www.tfhbml.com.hk>



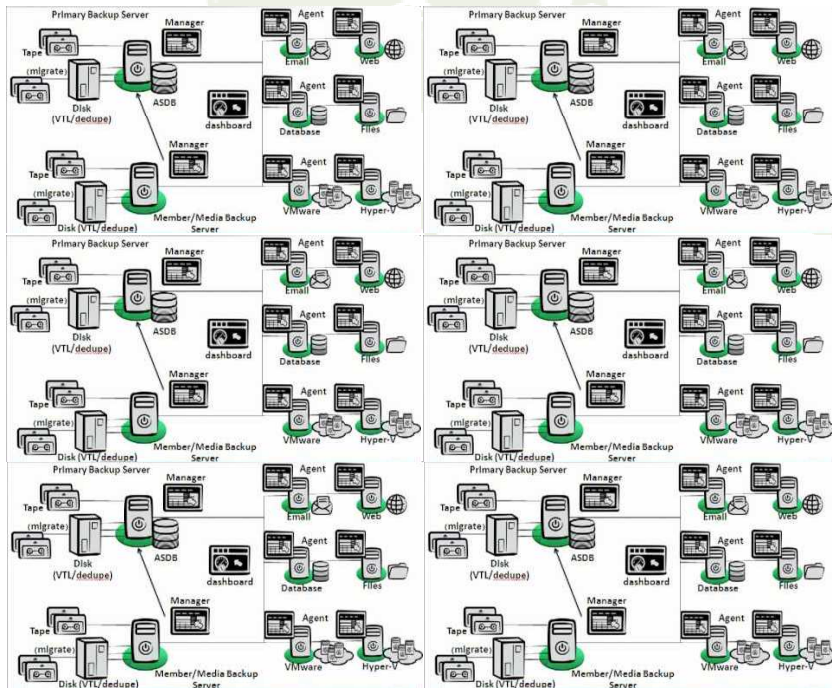
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Tung Fat Ho Building Material Ltd

Background:

Challenges:

1. Complicated IT Infrastructure



2. High Cost



Tung Fat Ho Building Material Ltd

Our Solution:

CARE DR for Mobile/PC aaS



Features:

1. Make good use of our existing cloud infrastructure and **immediately available**
2. Make expensive backup infrastructure **affordable**
3. Provided by **reliable brand**



Mr. Simon Leung,
General Manager of TFH

ICG Awards:





CUSTOMER CASE STUDY (ENTERPRISE)

PricewaterhouseCoopers (PWC)



pwc

Company Profile:

- **largest** professional services firm with **\$29.2 billion US** in revenues
- operation offices in **757 cities** across **154 countries**.
- success has been achieved by employing a large, empowered workforce powered by a network of branches across multiple cities.
- <http://www.pwc.com/>



PricewaterhouseCoopers (PWC)

Background:

Challenges:

PwC **did not have a backup strategy and solution** in place for their mobile workforce and faced a number of challenges protecting employee data:

- **High costs** associated with recovery of lost data
- **No guarantee** of complete retrieval of lost data
- **Loss of time and productivity** due to lost data
- **High user and resource involvement** with manual backups



Banco Santander S.A. (NYSE: STD)

Our Solution:

CARE DR for Mobile/ PC aaS

Reason of choosing us:

1. **Fast, secure and optimized** backup and restore over WAN
2. **Quick** disaster recovery with **minimal time and overhead cost**
3. **Centralized** administration with **low** administrative overhead
4. **Low user intervention**

 CARE 



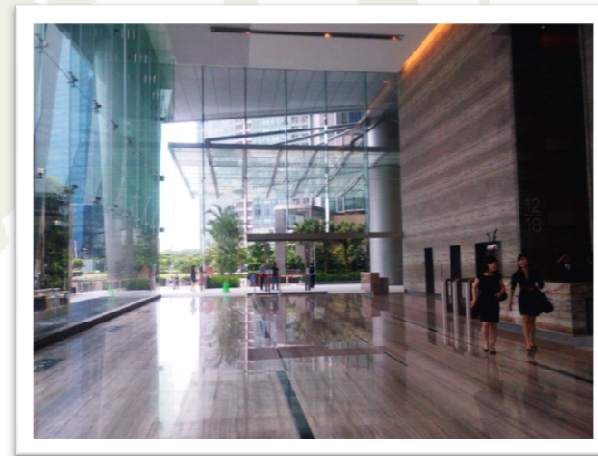
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Banco Santander S.A. (NYSE: STD)



Company Profile:

- **Listed** on the stock markets of Spain, New York, London, Lisbon, Mexico, Sao Paulo, Buenos Aires, and Milan, and are featured on **62 different indexes**
- **Largest bank** in Europe
- Company Scale: **193,000 employees** are serving **102 million clients** through its network of **15,000 offices** in 2012
- <http://www.santander.com>



Banco Santander S.A. (NYSE: STD)

Background:

Challenges:

Need to find remote backup solution which **comply the standard** of:

- Securities and Futures Commission and Hong Kong Monetary Authority in Hong Kong
- Monetary Authority of Singapore in Singapore
- Australian Prudential Regulation Authority in Australia



HONG KONG MONETARY AUTHORITY
香港金融管理局



Monetary Authority
of Singapore



APRA



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Banco Santander S.A. (NYSE: STD)

Our Solution:

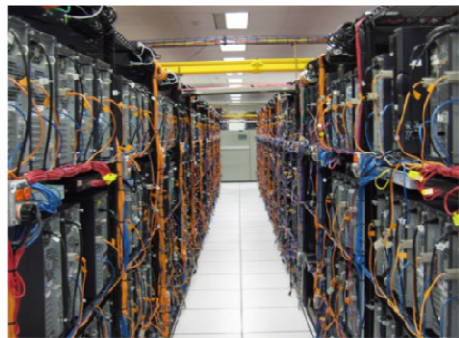
CARE DR for Mobile/ PC aaS

Features:

1. Double Encryptions

- SSL 256 bit on wire encryption
- AES 256 bit encrypted storage

2. Comply the tightest regulation in the world



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CAPITA (BPO)

CAPITA

Company Profile:

- UK's **leading business process outsourcing (BPO)** and professional services company
- Engaged in delivering back office administration and front office customer contact services to private and public sector organizations
- \$4B US** in revenues and a total employee base of **36,000**
- <http://www.capita.co.uk/>



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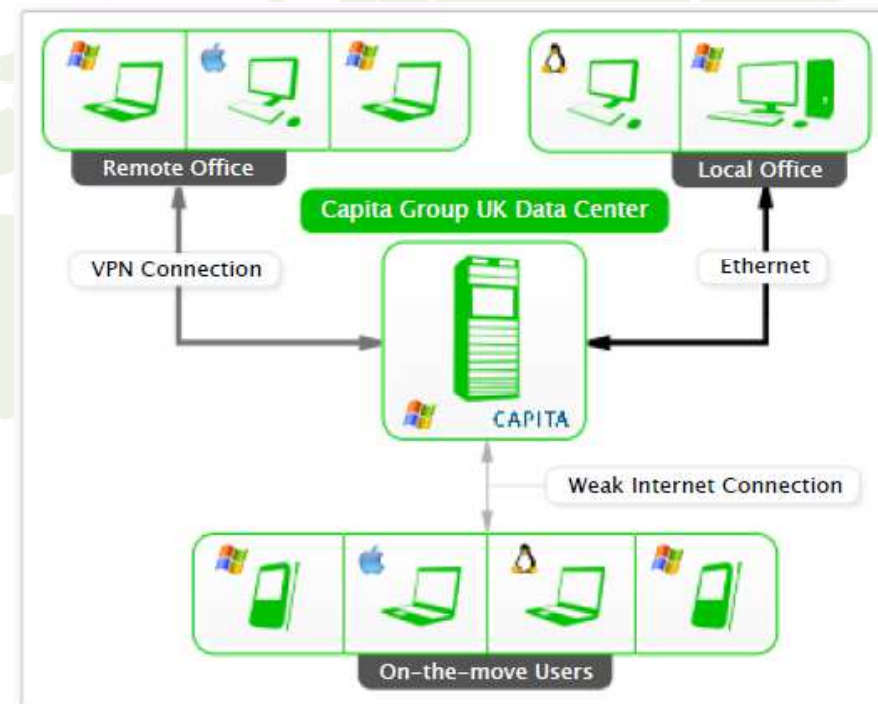
CAPITA (BPO)

Background:

Challenges:

Capita encountered a number of problems with its previous mobile devices backup solution, including:

- **Lack of scalability** resulting in inability to keep pace with growing storage needs
- **Degraded performance** of user mobiles, laptops and desktops
- **Security** of data during remote backup



CAPITA (BPO)

Our Solution:

CARE DR for Mobile/PC aaS

Features:

1. **Non-intrusive backups**
2. **Minimal bandwidth usage and throttling**
3. **Secure backups** over WAN/3G connections for remote workers
4. **Scalability of storage** for handling critical data growth
5. **Centralized administration**

Disk Configuration

Storage name	BackupData	Data folder
Database folder	C:\Backup1	Database log folder
Cache size	100 MB	Maximum parallel connections
Notify admin if usage exceeds	80%	

Usage Statistics

Provisioned users	1000	Space allocated for data
Incremental size of files	11090 GB	Total size of files
Space used for data	1524 GB	Database size
Deduplication ratio	1:29.5	Current usage

Compaction

Compact daily from	12:00 AM for 6 hours
Compact weekly on	Saturday
Compact weekly from	12:00 AM for 36 hours
Compact when fragmentation exceeds	80%

