



Waterford Bay Capital PROTECTS ITS ASSETS with Iron Mountain

CUSTOMER:
Waterford Bay
Capital

BUSINESS:
Venture Capital
and Private Equity
Investment Firm

**CUSTOMER
CHALLENGE:**
To preserve
proprietary,
sensitive and
irreplaceable
investment
intelligence.

If you're a venture capital or private equity firm, the diligence, analysis, and documentation you keep about investment candidates and portfolio companies is as valuable as the investments themselves. Waterford Bay Capital, an investment firm based in New York, is no exception. Partners' time is valuable; performance is measured strictly by investment returns. Unrelated work is considered a drain on time and returns. In a business where risk is part of the game, Waterford Bay chooses not to take any risks with its critical data.

Earlier this year, Waterford Bay suffered a major setback when a server crashed. It was not crippling, but the company realized its in-house tape backup procedures and on-site tape storage were inadequate. Upon further study, it was acknowledged that the company lacked the manpower and the expertise to conduct in-house backups effectively. Because the backup process was not automatic, it required time consuming monitoring and daily attention to ensure it was done correctly. In a business where time really is money, Waterford knew that it could no longer afford to continue using such a manual process.

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Hedging against data loss.

Waterford Bay needed a solution that would protect its data while requiring little or no internal effort. The best solution would continuously – and automatically – collect backup data via the Internet and vault it off-site. “To achieve the backup data integrity that we require, keeping this process in-house would act as a drag on our core business,” remembers Peter Bradley, Partner at Waterford Bay Capital. “So any solution that can eliminate the burden of creating in-house backups not only protects us from data loss, but helps us focus on our real mission – managing our investments.”

Waterford Bay reviewed other Internet based-systems, but many backed up PCs rather than servers. “We needed a robust enterprise solution,” added Mr. Bradley, “and a system that was flexible enough to collect data from servers throughout our company.”

Spread the burden of data protection.

Waterford Bay chose Electronic Vaulting, powered by LiveVault® to protect their proprietary information. This online data backup and recovery solution provides automatic data protection for Windows NT® and Windows® 2000 servers via the Internet. All changes to business critical files – such as e-mail, databases and file servers – are continuously transmitted and securely stored off-line and off-site at an Iron Mountain vault. The constant protection and rapid restoration of data ensures current information is always available whenever and wherever it is needed. Most important, it is supported by the trusted experience of Iron Mountain, who manages the data protection needs of over 25,000 companies.

By choosing Iron Mountain, Waterford Bay has a virtually hands-free managed service. The fact that they are working with a trusted name, Iron Mountain, reduces the risk to their data, and ensures that their backup data is always current.

“We selected Iron Mountain because of their reputation, financial stability and the quality of their solutions,” adds Peter Bradley. “Electronic Vaulting, powered by LiveVault, is one of the best investments we’ve made. Our staff can concentrate on our business rather than an administrative detail.”



IRON MOUNTAIN™
OFF-SITE DATA PROTECTION

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