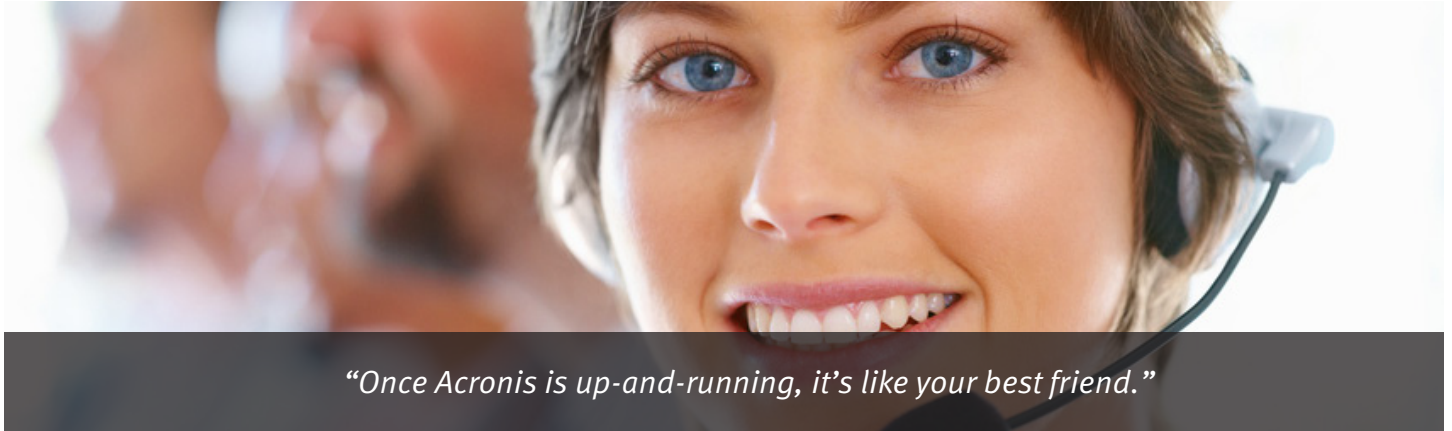


WHA Insurance Relies on Acronis for Business Continuity and Effortless Backup and Disaster Recovery



“Once Acronis is up-and-running, it's like your best friend.”

WHA Insurance Agency, Inc. is an independent insurance agency providing services to more than 6,000 clients since 1950. It specializes in key areas such as Employee Benefits, Public Entities, Workers Compensation, Transportation, Commercial and Personal Lines. By building the largest Transportation Department in the Northwest, followed by a Public Entity Department with more than 300 clients, WHA Insurance strives to stand apart from the competition by ensuring exceptional customer satisfaction. The agency partners with vendors that provide top-quality products – that is why Acronis is its vendor of choice for business continuity and effortless backup and disaster recovery.

A Long-Standing Relationship Becomes a Seamless Extension of the Business

When Vince Ada, information technology director at WHA Insurance, joined the agency in 2005 he brought Acronis' technology to the organization. *“When I first came to the agency, I bought servers then I bought Acronis – they went hand-in-hand.”*

Ada has been using Acronis since the Company's inception. *“The first time I bought Acronis products was back in 2002. I used Acronis to start backing up data. Back then, I was just playing with the technology and getting a feel for how it worked.”*

What started as a “love-hate relationship” blossomed into something more serious over the years. *“When I first started using Acronis, I found that the technology didn't always play nice with other software. But even when things broke, Acronis was still better than the competition. It's just so damn easy to use.”*

Ada tested other Exchange products, but found that Acronis was faster and more efficient than the competition. As a result, he never left the relationship.

Organization:

WHA Insurance Agency, Inc.
www.whainsurance.com

Sector:

Insurance

Environment:

- 50 Workstations
- 3 Hosts (VMware vSphere™ 5.0)
- 13 Virtual Machines (Windows Server 2008 R2, Exchange 2010 DAG)
- NAS (Dell NX3100)
- 3 Brocade FCX648S +ADV Switches
- Check Point 4150 Appliance

Solutions:

- Acronis Backup & Recovery® 11 Virtual Edition (3)
- Acronis Backup & Recovery® 11 Workstation (2)
- Acronis Backup & Recovery® 11 Advanced Workstation (1)
- Acronis Snap Deploy® 4 (40)
- Acronis Disk Director® 11 (1)
- Acronis Backup & Recovery® 11 Server (3)
- Acronis Backup & Recovery® Microsoft Exchange (1)
- Acronis Drive Cleanser® 6.0 (1)

Benefits:

- Fast and effortless backup and recovery
- Intuitive and easy-to-navigate interface
- No learning curve required to restore files
- Fast recovery of files and emails
- Expert and customized support
- Fast file restoration from both physical and virtual servers

“Now I own 95 percent of Acronis’ products – and I beta test them. Once I started with Exchange, I slowly became dedicated to the Acronis product line. Acronis’ products have been extremely helpful to me over the years, and have given me the ability to backup and restore physical and virtual workstations and servers.”

Today, Acronis powers WHA Insurance’s hybrid physical and virtual environment, which includes 55 laptops and workstations, three host servers, six physical servers and 12 virtual servers. Ada has completed virtualizing the company’s:

- Exchange 2010 STD in DAG
- Secondary domain controller
- KACE
- Utility Server
- 2003 Servers

He is currently expanding the organization’s virtual infrastructure to include:

- 3 SQL 2012 Enterprise Servers
- 3 Windows 2008 R2 DFS Servers
- Primary domain controller

Five-Minute Recovery Time is Key

WHA Insurance’s business is centered on the satisfaction of its customers. This means that it is critical that the business be up-and-running at all times. And if an outage does occur, it needs to be resolved immediately – within five minutes, ideally.

“We talk to a lot of customers every day, and we pride ourselves on customer service. That is why we invest so much effort and money in our IT infrastructure. We do our very best to avoid going down.”

Lengthy downtime not only impacts the company’s ability to provide superior customer service, it also impacts revenue. Ada estimates that one hour of downtime results in seven to 10 thousand dollars in lost revenue for the business. Ada is currently working on bringing the agency’s restore time down from eight minutes to five minutes.

In the event of a problem or outage, Acronis provides the support needed to get WHA Insurance up-and-running again, fast. *“Acronis puts me in touch with the support team that actually designed the product. I get a disk that is specialized for my network so I can achieve optimal time for throughput. You don’t get that level of service anywhere else.”*

Acronis Out-Performs the Competition

Speed and ease-of-use are must-have benefits that WHA Insurance relies on. With Acronis, there is virtually no learning curve – Ada says when he set up the virtualization product from Acronis, it fully integrated itself with the VMware vSphere™ 5.0 software. It is a fast, simple process, which in turn, saves the company money.

“Acronis out-performs the competition hands-down on speed and ease-of-use. It operates like Windows Explorer – you can’t beat that.”

Ada’s relationship with Acronis spans a decade, and will continue to drive the speed, efficiency and dependability of WHA Insurance’s hybrid infrastructure. *“Once Acronis is up-and-running, it’s like your best friend. I don’t have to constantly think about Acronis – I set it and forget it because it does what it’s supposed to do.”*

For additional information please visit <http://www.acronis.com>



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Acronis office details can be found at <http://www.acronis.com/company/worldwide.html>