

Case Study



BUTLER TOLL

South West Communications Group provides Butler Toll with a convenient, cost-effective and secure way to back up their data.

Butler Toll Ltd, based in Wiltshire and London, was established in 1990 to provide complete financial solutions to businesses and private individuals throughout the UK. They offer wealth management services, personal tax solutions, insurance advice and estate planning.

The challenge

Butler Toll is an independent financial adviser (IFA), regulated by the Financial Services Authority. They take data security and data protection very seriously and need a robust data backup system. The ease of restoring data after a system failure was of paramount importance. The financial industry is such that Butler Toll cannot accept any delays in accessing the data or errors in the restored information.

Traditional backup systems write the data to tapes. Staff must change the tapes each day, taking them off-site for security and bringing them back to be reused and overwritten. With the possibility of tapes becoming worn out or damaged a more secure solution was needed.

Louise Ince, Operations Director at Butler Toll, worked closely with the data protection team at South West Communications Group to put together a scalable, disk to disk, automatic offsite solution tailored to Butler Toll's requirements.

The solution

South West Communications Group installed its backup software solution – storeiP, onto Butler Toll's network servers with the following benefits:

Automatic backup – enables staff to safeguard their Microsoft Office (Word, Excel and Outlook) documents and their client CRM database, so that critical data is held within South West Communications Groups Data Centre.

Total security – is provided by industry-leading encryption to ensure that only Butler Toll's staff are able to read stored information – a vital requirement in their marketplace of confidentiality.

Data restore testing – is simple and can be carried out daily, if required, to give complete peace of mind that the data is securely held, is not corrupted and can be restored at any time.



Disaster recovery – is incorporated into the solution by using the services of the South West Communications Group’s Exeter Data Centre. This is an off-site data/server storage location that is stringently protected against fire, power, cooling and system failure.

Financial savings – are obtained by eliminating the need for additional hardware and software systems, tapes that need to be replaced at regular intervals and off-site tape storage fees. Savings are also made by better use of staff time.

Central management – means that Butler Toll can control its storeiP backup system by creating business rules and backup policies, as well as checking its off-site storage status and initiating restore requests.

The result

Choosing South West Communications Group was a logical choice for Butler Toll as both companies have the same business ethos, a wealth of knowledge, a personal touch and unparalleled flexibility.

storeiP was the ideal automated service that immediately eliminated the need for replacing/changing tapes and taking them off site to a storage location. It also allows staff to make better use of their time in the knowledge that all of their critical data is stored safely and securely, while remaining easily accessible.

The ease of use of storeiP has been exceptionally beneficial to Butler Toll. They are not only implementing the system in their main office, but are also using it to backup data from remote laptops. This ensures backups are made to the frequency required by the customer and their regulatory body.

Louise Ince, Butler Toll’s Operations Director says

“South West Communications Group are very easy to talk to, they listen to our requirements, explain the options in a clear manner and deliver what they promise. They understand our business and the strict regulations that we have to work to and with this in mind they have provided us with a leading edge solution, which is expandable, very easy to use and is good value for money”.