

The London School of Economics Case Study

About The London School of Economics

The London School of Economics and Political Science (LSE) is one of the foremost social science universities in the world, producing 16 Nobel prize winners amongst staff and alumni. Founded in 1895, LSE provides courses for 9,600 full time students from 140 countries and has 3,300 staff, with over 100 languages spoken on campus. LSE sites span 30 campus buildings in central London, with an international intake and respected global reach, ranking it alongside Harvard, US Berkeley and Stanford.

The Problem

Previously, LSE had a managed service using IBM's disc-to-disc-to-tape backup solution, which had less flexibility against today's enterprise cloud technologies. LSE wanted a solution that was reliable and one that gave faster restore capabilities, plus richer archiving and Disaster Recovery functionality. Part of their remit was also a desire that the solution would exceed the capabilities of their current model and remove the requirement for tape media in its entirety. It was also a prerequisite that the data would be held in a highly secure environment, using certified encryption technology.

Our Solution

Curatrix Technologies had a number of challenges:

- Relatively new in the market, Curatrix Technologies had to prove credibility and depth of knowledge
- Illustrate the business benefits of a managed provider solution
- Match the product to business priorities
- Remain competitive.

LSE had a storage profile of 100 TB+ on their current solution. With the 'incremental forever' solution proposed by Curatrix Technologies, coupled with the world's leading specialist in de-dupe and compression, this enabled the data to be stored far more efficiently in both size and costs – with the result that the storage capacity dropped to around a quarter of this volume. These storage efficiencies meant that the university could support long term archive data management at low cost, but still benefit from the advantages that an enterprise cloud backup solution brought.

As a result, Curatrix Technologies were able to propose a more cost effective hardware infrastructure. Improving the efficiency of the solution, plus increased overall performance, capabilities, management and reporting qualities for the university. In addition, the university now had the support of a single point of contact, underpinned by 24x7 escalation support through the Curatrix Technologies certified engineers (of which there are only 19 in the world).



The London School of Economics Case Study

The benefits Curatrix Technologies delivered

Curatrix Technologies were able to use their combination of skills, experience and shared working practices. We offered a highly focused and commercially competitive solution for the project which offered a compelling price for the initial implementation and gave a clear indication of the cost effectiveness of the chosen solution over the lifetime of the contract.

The new Asigra solution delivered through Curatrix Technologies was one which has been recognised by Gartner's Magic Quadrant for Enterprise Backup Software for the last five years for its innovation - and has been a continual innovator in this specialist marketplace for the last 30 years. Importantly for LSE, it also gave them a route to create an annuity revenue stream through selling on spare capacity to other universities in the UK, if they so wished.

The long term benefit for LSE is the ability to have an advanced Business Continuity sequence plan using the latest asynchronous replication technologies and benefit in summary from the following:

- Cyber resilient backup
- Cloud to cloud migration option
- A managed solution with 100% assurance
- A fixed service charge for the software solution providing cost certainty
- Costs savings – the way in which the Asigra solution works prevented the need for LSE to invest in a hardware bi-directional set up, saving them 50% in hardware licencing costs.

Why Curatrix Technologies?

For LSE this Curatrix offered a highly credible starting point, as we offered a pre-qualified, compliant partnership, with due diligence completed and assured from the start, topped by an interesting business proposition over their selected technology solution. Curatrix Technologies offered the most intelligent enterprise cloud backup/DR solution (powered by Asigra). Added to this was an innovative approach through a revolutionary costings model that created a recurring revenue option for the university. This if used would enable the university to re-sell spare capacity on to affiliated organisations and students and in turn, offset their total costs. The combination of all of this together was compelling.

