



CASE STUDY - Health Insurance Broker

SOURCEcopySM

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The Company:

A major health insurance broker in the Northeast

Situational Overview:

The organization was backing up 4 Terabytes of highly sensitive electronic information and could not consistently meet the necessary backup windows. Tape was the medium in use. The security and reliability of that method was insufficient to ward against loss, especially given the added frequency of failed backups. The implications of loss (of patient and company data) threatened to undermine the company's financial strength and reputation.

In addition, the company was bound by internal policies to maintain multiple generations of data. Sustaining the integrity of the backup process was an incredible drain on resources. The company needed a cost-effective solution that would work across several platforms and meet their Recovery Time and Recovery Point Objectives.

The Site2 Approach:

- >> **SourceCopy LAN storage Discovery** – Old and duplicated data on the client's network was identified and tagged for archival or deletion.
- >> **Online Backup and Recovery Software** – SourceCopy was installed and configured to backup of all critical data to Local Storage for quick recovery at LAN speeds.
- >> **The Nearline Solution** – SourceCopy backed up data offsite for disaster recovery, risk mitigation, and compliance. A Schedule was established to meet RPO specifications.

- >> **The Offline Solution** – SourceCopy Archival Media Management was leveraged.

Major Benefits Realized:

- >> 3TB were sent to Archival Media, dramatically reducing cost.
- >> Local Storage provided LAN speed access to backup, to achieve Recovery Time Objectives.
- >> Continuous Data Protection fulfilled all Recovery Point Objectives
- >> Duplicate copies are now archived – one at Site2 for Disaster
- >> Recovery and one available on the company LAN for quick restores.
- >> Full Security Compliance – encryption keys protect all data at transit and at rest.
- >> Meeting Backup Windows – delta and block level technologies optimized WAN usage.
- >> Overhead expenses and maintenance for tape systems were eliminated.
- >> Personnel cost-savings combined with productivity gains in all departments.

Our Straight Forward Consumption Model

SourceCopy pricing reflects the actual amount of compressed data you need to backup. If you compare SourceCopy to SaaS products that charge based network size, or offer a tiered fee schedule, please keep this in mind. SourceCopy upgrades are automatic and your Nearline and Online storage capacity can grow in time with your exact need.



Achieving Compliance with HIPAA

SourceCopy is a comprehensive Backup and Recovery service that makes it easy for healthcare providers to comply with the **5 fundamental requirements of the HIPAA Security Rule** governing electronic patient health information (ePHI).

1. Offsite Storage – all ePHI must be backed up and stored at an offsite location to ensure recoverability in a business continuation event. Site2 backup solutions store and protect your ePHI data in our secure data vaulting facility.

2. Access Controls – access authorization to ePHI stored on computer systems must be restricted and based on clearly defined responsibilities. Site2 restricts access to your stored ePHI using uniquely identifiable credentials.

3. Encryption – transmission of ePHI over computer networks, including the Internet, requires the data to be encrypted (scrambled to prevent recognition). Site2 uses U.S. government FIPS certified encryption to ensure the privacy of your data.

4. Data Integrity – data must be afforded controls that ensure its integrity and identity. Site2 uses file non-repudiation technology that ensures that files stored in our facility have not been altered or harmed in transit.

5. Document Retention – all ePHI documents must be retained for 6 years from the time of creation. Site2 archival solutions allow a patient to benefit from offsite storage without the high price of keeping the information online.

SourceCopy Benefits at a Glance

- >> Compatible with virtually all operating systems and database applications
- >> Continuous Data Protection (CDP) options provide restore points down to the minute
- >> Full data encryption in transit and at rest using 256-bit AES (Advanced Encryption Standard) encryption
- >> FIPS and HIPAA compliant Security
- >> Automated system checks verifying receipt, origin and integrity of all files after receipt
- >> Automatic file compression, reducing file transfer time by up to 50%
- >> Autonomic healing, ensuring data has not been corrupted
- >> Web interface, giving you monitoring ability from any secure internet connection

In addition to offsite backup and recovery, Site2 also provides:

- >> Server Collocation
- >> Hosted Virtual Recovery
- >> Business Continuity Consulting.