



## HITACHI CONSULTING

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Michael Shisko  
Director of IT  
Hitachi Consulting

**SOLUTION**

“We quickly learned what the definition of free is when it comes to software. Just two months after implementing the free product, we knew we wanted to come back to Iron Mountain because it works,” recalls Michael Shisko.

“The product we previously used just didn’t compare. It wasn’t nearly as robust or sophisticated, and we weren’t comfortable relying on it as our company’s only means of backup.”



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We went away looking to save some money, but we returned because we realised the value we got from Iron Mountain’s solution outweighed any cost.”

The Iron Mountain PC Backup solution offers automatic data protection that works even over dial-up connections. It intelligently determines which files need to be saved, eliminating duplicate copies that only burden the servers.

Hitachi Consulting selected the Licensed Software option, which allows the company to backup data to its own servers. Iron Mountain worked with Hitachi to co-ordinate a three-month transitional contract. Under this, Hitachi Consulting could immediately benefit from an Iron Mountain Subscription Service, while the company got an internal data centre running at its Dallas headquarters. Within months, the product was fully integrated and Hitachi Consulting once again enjoyed the peace of mind of PC data protection across its 17 offices in twelve American states.

**VALUE**

With the Iron Mountain solution, employees no longer need to find a high-speed internet connection to facilitate a backup. By recognising only new files and file changes, rather than identical files from multiple machines, the Iron Mountain solution enables smaller, faster backups.

“Say I’ve got two gigs of new data,” explains Michael Shisko. “Because of Iron Mountain’s Delta Block™ and SendOnce™ capabilities, that’s only going to be about 800K, and that’s going to compress down to something like 32K, so my actual backup time is almost instantaneous, and yet I backed up a significant amount of data.”

The Iron Mountain PC Backup solution has other benefits. By restoring data without requiring prior installation of user applications and files, the time spent setting up a user on a new piece of hardware is significantly reduced. “With this capability, we’re able to run on a lean inventory of extra hardware,” says Michael Shisko. “When someone leaves the company, we do a final backup and immediately ship the hardware out to a new person. That way, we have the comfort level of still having access to the original person’s data without having to hold on to the laptop.”

According to Michael Shisko, even the company’s experienced consultants suffer from their share of data disasters. “On a pretty regular basis, we have machines coming back that need to be restored,” he notes. “So, from a disaster recovery perspective, Iron Mountain is being used on a regular basis, improving overall productivity since our consultants can easily restore lost data themselves.”

From a cost benefit standpoint, Iron Mountain was the logical solution for Hitachi Consulting. Michael Shisko concludes: “Essentially, I’m looking at one billable hour per employee per year to pay for Iron Mountain’s Licensed Software solution, which is nothing compared to the time it takes if that employee loses his hard drive, if his laptop is stolen, or if he installs something and it just destroys the system. The time and effort it saves more than pays for itself. From a cost perspective, it’s easy to justify.”

Iron Mountain operates in major markets worldwide, serving thousands of customers throughout the UK, Europe, US, Canada, Asia Pacific and Latin America. For more information, visit our website at [www.ironmountain.co.uk](http://www.ironmountain.co.uk) or at [www.ironmountain.ie](http://www.ironmountain.ie)

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