



Business Sector—Insurance Underwriting

Major Lloyds firm turns to MTI to help it rationalise IT resources during a large acquisition project

“Now the rest of the business is looking at the UK as an example of success and best practice. Risk assessments and risk management are very storage hungry activities and without an effective upgrade, processes could have gone critical ”

IT director



The IT Challenge

When two large Lloyds underwriting firms merged recently, they formed one of the biggest syndicates at the World famous establishment. This bought challenges in areas not anticipated before the event; disparate storage systems inadequate backup facilities and poor disaster recovery capacity combined to create a dangerous situation that needed attention fast. The company called in external consultants who recommended the MTI proposals as offering an effective solution.

The Solution

MTI provided a proof-of-concept to help assure the customer that the revised solution could safely integrate with established platforms and utilise as many existing assets as possible. MTI provided EMC storage hardware which had to outperform a rival bidder against a tough set of criteria. The evaluation of the concept went according to plan and MTI was awarded the contract which included a storage area network across two sites. This provided enhanced information management facilities and much improved D/R capacity.

Following the initial solution implementation, a full upgrade to the backup facility was ordered to replace a setup that was no longer fit for purpose. The customer's existing backup software was outdated and could not scale to support the new much larger com-



pany. MTI installed replicated enterprise-class virtual tape libraries (VTL) with EMC Networker software. All implemented by MTI technical consultants and engineers: backed by 24 x7 MTI services support.

The Result

MTI has proved a trusted advisor and reliable support partner well able to provide extensive infrastructure services to a successful and growing organisation. With greatly enhanced information infrastructure and fully optimised systems, the customer is now looking to MTI for support on future projects. Together they are considering further efficiencies through virtualisation technologies and expect the partnership to continue to deliver outstanding benefits as these projects materialise.



About MTI

MTI is a leading international provider of consulting services and comprehensive information infrastructure solutions for mid to large-size organisations. With more than 20 years of expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support whole-office data storage and backup initiatives. MTI enjoys strategic partnerships with industry leaders. MTI offers the best data storage, protection and management solutions available today. By employing a strategic, consultative approach, MTI provides customers with a single point of contact that eliminates complexities while delivering operational efficiencies and competitive advantages. More information is available at www.mti.com

Case Study