

QuorumLabs onQ provides disaster recovery and business continuity to insurer HIF.



"The cost of a hosted DR site meant the solution needed to be compact without sacrificing on the performance of the project. onQ was the answer"



**Customer Profile:**

**Industry:** Health Insurance  
**Members:** ~52,000  
**Website:** [www.hif.com.au](http://www.hif.com.au)

**Business Needs:**

HIF, after undertaking a partial server virtualisation project needed a solution to provide total protection for the new hybrid production environment. With no available off-site DR facility HIF required a solution that was compact in its approach to disaster recovery to minimise ongoing cost associated with hosted services.

**Solution:**

Two onQ 260-13 units were installed as a HA/DR pair. The compact nature meant hosted DR facility costs were kept to a minimum whilst the appliance was easily able to handle the current workload, whilst having addition capacity for growth through simple node licensing.

**onQ a compact, high performance solution for health**

- QuorumLabs protects new hybrid environment at HIF.
- Compact solution is perfect for the organisation without its own DR facility.
- Project cost reduction when compared to alternative SAN replication.
- Fast, non-disruptive installation meant HIF's new virtual infrastructure was protected in hours, not months.
- Protecting 7 servers in the hybrid environment means onQ has room to grow with HIF IT infrastructure.

HIF began in March 1954 as the 'Western Australian Government Railways (WAGR) Employees Hospital and Medical Fund'. In June 2010 the fund became Health Insurance Fund of Australia. During the 2010 financial year HIF was confirmed as the fastest growing not-for-profit Australian health fund in Australia.

"Having the ability to instantly recover all designated critical servers means onQ ensures data is readily available 24\*7, and by not having the data itself hosted, maximum control of sensitive data is ensured."

#### The Challenge:

HIF had just undergone a partial infrastructure refresh virtualising their key systems. This new hybrid environment presented challenges for HIF who wanted to move beyond traditional backup solutions. The key requirement was for a single solution that was simple to install, easy to manage, meet capital and operational budget constraints, and fully comply with the business's business continuity plans.

With 7 critical servers to protect and being the fastest growing Australian not-for-profit health fund the solution needed to meet today's requirements yet be easily scalable to grow with HIF without incurring large spacial and cost requirements in the process

Holding vital members data the solution needed to provide fast recovery of data and allow for regular testing.

#### The Solution:

HIF evaluated QuorumLabs onQ 260-13 appliance and successfully completed a proof-of-concept in their production facility.

The appliances compact size and 1:1 typology allowed HIF to minimise ongoing costs associated with the 2RU form factor.

The 260-13 units were capable of providing constant protection and ready-to-run virtual machines on the appliance. This meant RPO and RTO times were low, and with the appliance capable of running more than double the current 7 server's future growth were secured.

onQ was installed and systems were protected in days, not months and with the safety that comes with in-house control HIF's sensitive member records are now stored safely and securely on HIFs own network avoiding potential pitfalls that may have been introduced with other solutions like 'the cloud'.

#### The Benefits:

2RU appliance minimised monthly hosting expenses.

Business continuity objectives met.

Private and confidential data was kept in-house - reducing risk of theft or loss.

Appliance price meant the DR project's total cost of ownership was kept to a minimum.

Eliminated complex licensing and management costs.

## Technology at Work

### Solutions

QuorumLabs onQ 260-13 Appliance  
Duel unit 1:1 HA/DR deployment

View all our case studies at: [www.itconsult.com.au](http://www.itconsult.com.au)

The IT Consultancy Group -IT Consult- is the major distributor of QuorumLabs onQ appliance in Australia. IT Consult operates out of Sydney, Australia. For more information on onQ appliances, unit pricing and more contact IT Consult through the website [www.itconsult.com.au](http://www.itconsult.com.au) or phone on +61 2 9270 0666