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# Instant Capital Funding protects customer data with HP backup solution

HP StorageWorks autoloader and LTO Ultrium tape media provide peace of mind and ease of management



“I stick to HP LTO Ultrium tape media because it works. If the business burns down, we know we can restore our data. Plus with the high capacity of LTO2 Ultrium tape media, I don’t need to micro-manage my backup space, because I have plenty.”

Jason Barrio, Director of Operations, Instant Capital Funding Group, Inc.

**HP customer case study:**  
HP StorageWorks Ultrium tape backup

**Industry:** Financial services, mortgage

## Objective:

Growing rapidly, Instant Capital Funding needed an enterprise backup solution that was fast, reliable, easy to manage – and would help the firm comply with banking and information security regulations.

## Approach:

The company selected an HP backup solution built around the HP StorageWorks 1/8 Tape Autoloader and reliable, high-capacity LTO2 Ultrium Data Cartridges.

## IT improvements:

- Increased storage capacity with LTO2 Ultrium tape media.
- Management ease and enough total capacity to back up all servers and workstations with HP StorageWorks 1/8 Tape Autoloader.
- Enhanced disaster recovery capability with responsive support for critical systems.
- Integrated backup solution that works seamlessly.

## Business benefits:

- Increased backup capacity for meeting regulatory requirements and supporting additional database demands.
- Reliable HP backup and disaster recovery solution protects data and technology-driven business processes and provides peace of mind.
- High-capacity tape backup solution reduces need to manage storage capacity, frees time for more productive tasks.

## Fast growth demands a new backup solution

Instant Capital Funding Group offers its customers a fast, efficient, technology-driven alternative to traditional home lending institutions. “Our sales, support, and marketing efforts rely on technology,” says Jason Barrio, Director of Operations. “We make our sales presentations over the Internet and access our entire customer database from our network.” As the business grew, the number of mortgages the company serviced grew and the amount of critical data on their systems kept growing. But the installed backup solution based on Seagate Travan tape technology was not meeting their speed, capacity, and reliability needs.

Based on his long, positive experience with a wide range of HP products, Barrio turned to HP for a new backup solution based on an HP ProLiant DL380 backup server, a StorageWorks 1/8 Tape Autoloader with an Ultrium 460 Tape Drive and eight media slots, and LTO2 Ultrium tape media with 200GB native capacity. A special SCSI interface card plugs into the DL380 server to support the tape drive. “When you buy a solution from HP, it all works together,” says Barrio.

The solution backs up 120 computers over the network, including primary servers and workstations. The company performs nightly incremental and weekly full backups of their primary servers and a few critical workstations, and weekly full backups for the less critical workstations. They also run month-end full backup tapes, which go off-site for disaster recovery.

## Data protection is serious business

The Ultrium backup solution protects customer information and applications, including Calyx Point mortgage origination software, Calyx Point Data Server, and ProLender Solutions mortgage banking software.

## Customer solution at a glance

An integrated tape backup solution.

### Primary applications

- Backup and restore for databases and applications.
- Disaster recovery.

### Primary hardware

- HP StorageWorks 1/8 Tape Autoloader with an Ultrium 460 Tape Drive.
- HP LTO2 Ultrium Data Cartridges.
- HP ProLiant DL380 backup server.

### Primary software

- Microsoft® Windows® 2000/2003/XP Pro operating systems.
- Calyx Point mortgage origination software.
- Calyx Point Data Server.
- ProLender Solutions mortgage banking software.
- Dantz Retrospect backup software.

### HP Services

- HP 24x7 hardware support contract.

Since starting the business, Instant Capital Funding has originated thousands of mortgages, and the data they store has increased steadily. "We have calculated that it would cost \$4 million to recapture the information in our databases," Barrio says.

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*"If we were not serious about protecting our data, we could use inexpensive tape products for backups, cross our fingers, and hope it works. But we are serious about it, so we use an HP StorageWorks backup solution and HP tape media. So we don't just hope the backups work, we know they work."*

Jason Barrio, Director of Operations, Instant Capital Funding Group, Inc.

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The HP Ultrium-based disaster recovery solution helps reduce business risk. Says Barrio, "If the business burns down, we know we can recover. We'd go to the insurance company, put in a claim for new equipment, get the new equipment in, mount the Ultrium disaster recovery tape, and be back in business."

### Compliance, plus peace of mind

Data protection, including off-site storage, disaster recovery, and security for customer information, is an important part of regulatory compliance. "We are required by law to keep customer information secure and safe, and compliance is a big part of why we have the reliable HP solution that we have," says Barrio. "But we also rely on HP data cartridges for our peace of mind. HP tape media gives us redundant, reliable protection. If we have to do a restore, HP tape media works every time. If a file or a database gets accidentally deleted or written over, the tape solution is perfect. We just take the data off the backup tape and re-inject it into the system, and it's like the mistake never happened."

### Removable, transferable, transportable, and unlimited

The most important benefit LTO2 Ultrium tape media delivers for Instant Capital Funding is capacity. "Tape is removable, transferable, transportable, and unlimited in capacity," says Barrio. "With tape, you don't need to spend time managing storage resources to fit your estimate of what you are going to need down the road."

Furthermore, Barrio believes that the future of tape media is strong. "If tape media keeps getting bigger and faster, mid-size businesses may not need a changer," he says. "They may just need a single drive, because they will be able to put a whole backup on one tape."

### Top-level support from HP Services

The quality of HP Services support also impresses Barrio. "If there is ever any kind of problem, we have HP's 24x7 service," he explains. "Once when we updated firmware, the backup software lost contact with the tape drive. HP Services saved us. We were on the phone with them from about 8 p.m. until midnight. The HP Services guy we worked with really knew his stuff, and I felt very comfortable working with him. This was top-level support. Our HP Services contract was money well spent."

### HP's reputation for highest product reliability

Having used other tape media brands, Barrio is now a strong HP tape media proponent. "The other brands are just not as reliable as HP tape," he says. "I recommend HP tape media to colleagues, and I have never had anyone tell me I was wrong. Actually, I always buy HP for our most critical equipment. HP products have a reputation for the highest reliability. Our main domain server is an HP ProLiant server, all our laptops are HP, and our printers are HP."

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*"When you get your hands on an HP product, it is always well made, looks good, feels good, and performs up to expectations."*

Jason Barrio, Director of Operations, Instant Capital Funding Group, Inc

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### About Instant Capital Funding Group

Instant Capital Funding Group [www.fundingez.com](http://www.fundingez.com), headquartered in Orange, California, is a full-service lender that finances home purchases and helps homeowners reduce monthly payments through refinancing. The company provides an efficient and convenient alternative to other types of financial institutions. Instant Capital Funding operates in California and Nevada.