



“Set it and forget it”

CJIS compliant data protection that works

PROFILE

CJIS Solutions delivers CJIS compliant data protection for law enforcement agencies and vendors.

CHALLENGES

- Find a data protection solution, including Cloud-based backup, archival, and recovery, that meets CJIS Security Policy requirements.
- Select a robust data protection solution built for enterprise at price points government agencies can afford.

SOLUTION

CJIS Solutions uses Infrascale to offer a customizable cloud backup solution (CJIS Compliant) for servers, devices, and applications.

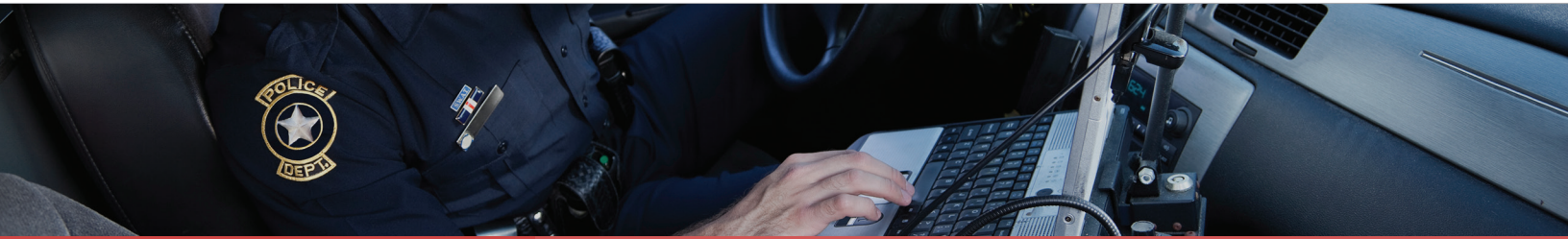
Background

CJIS Solutions specializes in providing cloud hosted products as well as compute and storage solutions for law enforcement agencies and their vendors. A key component of their offerings is a data backup and replication solution that is compliant, secure, reliable, and affordable. With features like local copy, off-site replication, image and granular level backups, block-level and over-the-WAN deduplication, CJIS Solutions is able to bring enterprise features to the law enforcement community. With mission critical responsibilities, offsite replication in the CJIS Solutions cloud gives agencies the ability restore a down environment in the CJIS Solutions cloud for a total disaster recovery solution.

Business Challenge: Picking the Right Data Protection Solution

Recognizing the crippling affect data loss has on law enforcement agencies and the sizeable market opportunity, Michael Coppola, President of CJIS Solutions, began evaluating a variety of enterprise-grade cloud backup, archival, and recovery solutions.

A major roadblock in the search was finding a cost-effective solution that had the features police departments needed and met the CJIS security policy. While these requirements quickly narrowed the options to Infrascale and Unitrends, it quickly became clear that cost and customization capabilities would be the key differentiating considerations. With Unitrends' price tag coming in almost 50% higher than Infrascales', Mr. Coppola felt it was too cost prohibitive for most police agencies. Furthermore, Unitrends was more complicated to use by law enforcement users. He said, "Infrascale's on-premise deployment option included all of the enterprise features without the enterprise price tag" and those factors made the decision easy.



RESULTS

- Increased business growth and profit margins
- Fast and Reliable backup and recovery
- Happy customers pleased with ease of use and cost savings



Our business has grown significantly because our customers are happy with our data protection solution and the cost savings it delivers.”

*Michael Coppola,
President of CJIS Solutions*

Also, as an active law enforcement executive, he understands that law enforcement agencies’ data protection needs would require customization and felt Infrascale’s solution was more flexible to meet this challenge.

How CJIS Solutions uses Infrascale

CJIS Solutions uses Infrascale’s cloud backup software, data centers, and hybrid (cloud-connected) appliances to provide on-site and offsite cloud backup, archival and recovery through FIPS 140-2 encrypted tunnels. A centralized management dashboard makes it easy for agencies, and CJIS Solutions’ staff, to monitor and manage an entire agency’s backup and recovery operation.

“Set it and forget it”, is how Michael described the simplicity of Infrascale’s cloud backup software. Praising the ability to manage all of his customers’s backups from one place, he is also pleased his customers find Infrascale’s software so easy to use. Most importantly, he said, “Everyone likes that it just works.”

With a software only, hosted appliance with local agents, or an appliance-to-appliance configuration, CJIS Solutions can easily meet the needs of small departments to large cities.

Infrascale Cloud Backup Saves the Day

Recently, a client of CJIS Solutions called in a panic indicating that their primary police files had fallen victim to the crypto virus. The files were appended with an “.exx” extension and a ransom text file in each folder. CJIS Solutions verified the issue and began a restore from the hosted data backup that was run earlier in the day. Within a few hours, the agency had restored all of its files. Mr. Coppola stated, “recovery went exactly as expected and the agency was up and running quickly.”

Success and Plans for the Future

Mr. Coppola is very pleased with his choice of Infrascale to provide cloud backup, archival, and recovery. He said, “Our business has grown significantly because our customers are happy with our data backup solution and the cost savings it delivers.” He added, “With Infrascale, we can provide the solution a chief needs at the price a chief wants.”