Apollo Fire Detectors Ltd Case Study

About Apollo Fire

Apolloe is part of the FTSE 200 listed Halma Group of Companies located in Hampshire. They are specialists in the design and manufacture of high-quality fire detection solutions for commercial and industrial applications. From our base in Havant, near Portsmouth on the UK's south coast, we have, for over 35 years, designed and built products that save lives and protect property from the risk of fire.

The Problem

Apollo is a business that is heavily reliant on technology and is introducing new applications and software at an accelerated rate. Using a tape based back up system was proving to be unfeasible as urgent or part recovery often did not achieve the results or timescale required.

Their challenge was to find a flexible solution that would restore all critical systems:
- Reduce restore time to hours rather than days;
- Extend back-up timeframes to hours rather being restricted to a 24 hour limitation;
- Introduce more robust data recovery testing with the ability to isolate; and
- Have the ability to effect selective application fail-over rather than full system power-down.

With these in mind, Apollo was already familiar with Asigra as a solution provider and had already gone to market for a vendor partner.

Our Solution

Curatrix Technologies had a number of challenges:
- Relatively new in the market, Curatrix Technologies had to prove credibility and depth of knowledge
- Illustrate the business benefits of a managed provider solution
- Match the product to business priorities
- Remain competitive.

The actions we took to address these challenges were to:
- Work closely with Apollo IT team to fully analyse and understand their business and complexities;
- Demonstrate a real depth of knowledge and inspire confidence in Curatrix Technologies as a partner not just a provider;
- Offer a data-centre located in Surrey [Hersham Place Technology Park] as an alternative to Havant;
- Show how the Asigra solution could be flexible, scalable, adaptable and yet simple;
- Present a managed solution that enabled Apollo to focus on core business; and
- Provide a cost model that required no initial capital outlay but instead had a fixed monthly instalment that included an agreed service level.

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What Apollo Fire say about Curatrix...

"We had confidence in Asigra as a tried and tested technology solution but finding a delivery partner with the technical ability to support our complex and highly secure IT systems was the real challenge. Curatrix Technologies were able to instil confidence not just in their knowledge of but in their service delivery from day one."

"Data is absolutely critical in our business and a key partner prerequisite was one who would understand our business and be able to manage the solution instinctively. We are excited to be moving forward Curatrix Technologies with the confidence that our partnership will give us a robust solution able to overcome all of our challenges and still be simple and able to adapt to our dynamic business environment."

"Although we were guided by the team at Curatrix Technologies to expect around a 50% de-dupe and compression rate we were pleasantly surprised to find the platform managed to reduce our stored data to 22% of its protected size. These results have reinforced our decision to work with Asigra partner Curatrix Technologies."

Chris Lobo, IT Manager

Why Curatix Texhnologies?

The introduction to Curatrix Technologies arose through a campaign using our professional sales team based in Langstone Technology Park specifically aimed at supporting local businesses in the immediate surrounding area. For Apollo Fire the locality offered a desirable starting point, as it offered a high-level partnership.