

Case Study

Lawrence David is a market leader in providing trailers to the UK transport industry.

Established over 30 years, it has vast experience. It had pioneered a radically different approach to body building and curtainsiders, founded on quality engineering and sophisticated manufacturing techniques.

Everything is designed in-house including major components such as curtains, doors, welded structural beams and pressings. It also includes sundry items such as buckles, webbing restraints and tensioners giving the company total control of quality. This attention to detail helps ensure the performance and longevity of Lawrence David product and has helped sustain its superb reputation.



As a modern progressive company, Lawrence David utilises computing extensively and intelligently in design, planning, manufacture and administration.

DSM has been providing IT services and support to Lawrence David for over eight years. DSM recommended that Lawrence David should take advantage of their high performance BC Vault offsite backup system. Lawrence David was immediately impressed with the quality and flexibility of the product; however, before they could implement a formal trial, disaster struck.

On 7th February 2007 Lawrence David found it had a problem - a hard disk drive had corrupted on its Accounting Server. This in turn had led to the tape backup system not running and, as with most tape solutions, there was no active reporting and hence this had gone undetected for several days.

When it found out the company immediately removed the disk and sent it to a recovery specialist. Lawrence David was 'lucky'; after two days and at a cost of £1,400 the recovery specialists were able to get back all their data. All the company then had to do was rebuild their server with new disks, restore the data and re-input the 4 days lost work.

"The incident will cost in excess of £5,000 when we account for everybody's time. If we hadn't been able to recover the data from the corrupt tape the forensic accounting and re-inputting could treble that. It demonstrates BC Vault's value – what's more, with it we could have been running again in hours as opposed to days"

Steve Cashman, IT Director, Lawrence David

Lawrence David has now been using BC Vault since February 2007 and is highly satisfied with its functionality and performance.

BC Vault is available over multiple servers and multiple operating systems from 25GB to Terabytes. It offers compression, encryption, delta-block backup, hot backup of database servers and intelligent bare-metal restore.

For further details see: www.dsm-gb.co.uk or call 01480 446480

