

SECURING RETIREMENT FUTURES FOR CONSUMERS

Fidelity & Guaranty Life increases the efficiency and reliability of backups with a cloud-integrated solution



Financial services

U.S.

Business needs

When business data increased rapidly, the backup solution in use at Fidelity & Guaranty Life could not keep up and was too complicated to use in restoring data efficiently. The company looked for a replacement that also could integrate with its other data protection tools and the cloud.

Solutions at a glance

- [Dell EMC Data Protection Suite](#)

Business results

- Enables financial and retirement services by safeguarding business-critical data
- Performs fast recovery from secondary data center if production site goes down
- Supports disaster recovery-as-a-service through automatic backup to the cloud
- Allows greater control over backups performed for various business groups

Reduces costs

of redundant data backup storage



Increases

backup speed and efficiency



Ensuring that you're financially secure for retirement can be stressful, and a bit scary. That's why more than 700,000 middle-income Americans rely on life insurance and annuity products from Fidelity & Guaranty Life (FGL), a company that's been helping families plan for their long-term financial security for more than 50 years. Headquartered in Des Moines, Iowa, the company offers fixed annuity and life insurance products distributed by independent agents nationwide.

With people's futures in its hands, FGL is diligent about protecting data critical to customer policies and investments. But with business and related data growing rapidly, backups run by the company's current backup software were not completing in the time available for them. The software tools also were hard to use, making it difficult for IT to handle restore requests in a timely manner. In addition, FGL sought a better integration of the backup solution with its other data-protection solutions and cloud infrastructure.

To address these issues, FGL replaced its backup software with Dell EMC Data Protection Suite Enterprise Edition, with local backup to Dell EMC Data Domain and integration to cloud storage provided by Virtustream, a Dell Technologies business partner. Jeff Sabin, FGL's director of IT infrastructure services, says, "We switched to Dell EMC because it offered a more robust tool set to manage our backups and provide easy cloud integration, which we didn't have before."

Since moving to Dell EMC for data protection, FGL has accelerated backup speed and efficiency, while lowering costs and strengthening disaster recovery.

Local and cloud-based backups for a virtualized environment

FGL deployed Dell EMC Data Protection Suite Enterprise Edition, which includes RecoverPoint for Virtual Machines software. Dell EMC Data Protection software backs up

FGL's nearly 100 percent virtualized environment to Dell EMC Data Domain storage. This includes production applications such as Oracle and Microsoft SQL Server, as well as development and test environments.

The IT team uses Dell EMC Data Protection software to locally store data in its Data Domain environment, with automated policies that move data via Data Domain Cloud Tier to Virtustream Storage Cloud for longer-term retention. FGL also uses RecoverPoint for Virtual Machines to transfer virtualized workloads from its primary production data center to a secondary one.

"The Dell EMC Data Protection solution is ... the ideal mix of technologies we need today to protect and secure data."

Jeff Sabin
Director of IT Infrastructure Services,
Fidelity & Guaranty Life

Improved

backup efficiency

to ensure
enterprise-level
data protection



“The Dell EMC Data Protection solution automatically moves our data offsite and into the cloud.”

Jeff Sabin
Director of IT Infrastructure Services,
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Faster backups save time and costs

With the Dell EMC Data Protection software, FGL has improved backup efficiency to ensure enterprise-level data protection. For example, deduplication capabilities provided by the data protection software and Data Domain are central to accelerating backups. “Reducing our redundant data with deduplication allows us to back up at a much greater pace and take up less storage as well,” says Sabin. “That translates into cost and time savings.”

Many options in integrated, automated disaster recovery

By integrating offsite storage into a complete data protection solution, FGL also ensures disaster recovery. For example, by using Dell EMC Data Protection software to dynamically move its virtual machines from one data center to another, FGL can quickly recover critical workloads if the production site goes down.

Sabin notes that having cloud storage in the mix provides additional opportunities for disaster recovery while eliminating the need for tape. “The ability to send data to the Virtustream cloud opens up a whole new world of possibilities for disaster recovery, and sets us up to introduce disaster recovery-as-a-service.” He adds, “The Dell EMC Data Protection solution automatically moves our data offsite and into the cloud. That frees up time to focus on strategic projects that are important to the business.”

Greater flexibility and ease of use

The Dell EMC Data Protection software also simplified administration. From a single screen, Sabin and his team can easily oversee backups for all application environments across the business. This ease of management made it possible to extend backup control to multiple groups.

Sabin explains, “The Data Protection software has been absolutely fantastic. Our previous backup tool didn’t have all the integrated features and functions we’re getting today with Dell EMC. The flexibility and ease of use means our database admins now can do their own backups if they choose, and our network engineers can get more involved in the backup process. That’s something we couldn’t support before.”

As a company, FGL has always been forward-thinking when it comes to technology. So Dell EMC enterprise data protection technologies were a natural choice. “We’re constantly trying to improve our business by selecting the right products at the right time,” concludes Sabin. “The Dell EMC Data Protection solution is a perfect example of that strategy. It’s the ideal mix of technologies we need today to protect and secure data that is so critical and valuable to our customers and their retirement futures.”



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