FalconStor®
Defining Data Protection, Again.™

Partner Success

Hostway Korea establishes a solid foothold as a leader in cloud-based backup and disaster recovery (DR)

HOSTWAY®
GLOBAL WEB SOLUTIONS

PARTNER OVERVIEW

Hostway Korea was established with 100% domestic shares, focusing on the emerging market of cloud computing. Hostway Korea collaborates with leading technology providers in various fields to expand its range of offerings, technical expertise, capabilities, and services in the cloud market.

Because many customer sites are susceptible to natural disasters such as earthquake and floods, as well as extreme measures such as shutdowns, corporate interest in backup and disaster recovery has increased significantly. In addition, many small- to medium-sized businesses (SMB) tend to put off installing disaster recovery systems due to concerns about cost and downtime. This has opened the door for Hostway Korea to provide cloud-based hosting services. In order to provide such services, the company needed a solution that would enable them to implement backup and disaster recovery for multiple clients.

"Thanks to the synergy between Hostway Korea and FalconStor technology, we have managed to provide the first cloud-based backup and disaster recovery service offering in Korea, giving us a tremendous competitive advantage."

– Jeong Hyeon-seok,
IT Team Leader,
Hostway Korea

OBJECTIVES

- **Provide scalable, integrated solutions that satisfy growing market demands for backup and disaster recovery**
- **Overcome limitations of traditional backup and disaster recovery**

VALUE PROPOSITION

Hostway Korea engineers determined that the FalconStor® Continuous Data Protector (CDP) was the best technology for providing cloud-based backup and disaster recovery services. According to IT Team Leader Jeong Hyeon-seok, the company conducted an extensive technical review to determine which solutions could improve backup speed, enhance recovery, and enable automation. "Our feedback indicated that FalconStor CDP was a trusted solution for providing cloud services, and RecoverTrac™ disaster recovery automation technology provides an impressive leading edge."

The company launched its cloud-based services April 2012, attracting considerable market attention as the first company in the country to offer such a solution. Jeong says: "Many companies want to implement disaster recovery plans using legacy systems. Many companies still use tape backup; some have no backup at all. The common denominator is that they all recognize the importance of backing up data." He adds, "Together, we and FalconStor provide great opportunities to enable cost-effective cloud services, with minimal burden on expenses and operations." Tests have shown that FalconStor CDP lowers customers' recovery time objectives (RTO) to 15 minutes, while enabling recovery point objectives (RPO) of up to 1,000 recovery points per minute. Based on these results, Hostway Korea plans to expand its use of FalconStor CDP into a broader data protection offering.

SOLUTION BENEFITS

- **Enables company to provide Korea's first cloud-based backup and disaster recovery solution**
- **Provides affordable enterprise-level solutions for SMB organizations**
- **Reduces RTO to 15 minutes, RPO to a fraction of a second**

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