

# BIGAIR OFFERS HIGH SPEED BUSINESS ASSURANCE WITH NEW DISASTER RECOVERY PARTNER SECCOM NETWORKS

Ensuring its clients are equipped with effective, real-time backup and recovery solutions at a fraction of the cost of traditional backup services, wireless broadband carrier BigAir is pleased to announce the signing of managed security service provider Seccom Networks as an official channel partner. Through this partnership, Seccomm Networks have integrated BigAir wireless links into the company's Disaster Recovery, LAN and WAN solutions that will in turn, be available to BigAir customers to assist them in protecting the data held and exchanged in their business operations. The Seccom Disaster Recovery solution utilises the latest in Real-Time Recovery technology from world leader StorageCraft. Seccom is able to deliver completely managed, off-site Disaster Recovery and Data Protection solutions that links a client's network directly to Seccom's secure Data Centre, rather than requiring backup data to be transmitted over the Internet. The direct connection utilises a Wireless Broadband connection from BigAir that utilises WiMax technology and delivers speeds of up to 100Mbps, ensuring a more reliable and robust connection than traditional terrestrial services.

Gavin Matthews, CIO of Seccom Networks believes that there is a strong business case for disaster recovery. "Information systems now provide more than data collection to companies. They control key business processes, provide customer information and even make money for businesses. Backing up and protecting their data offsite is no longer an option, it's now essential for the longevity and health of any business" Matthews said. Although most Managed Security Providers rely on complex and expensive Customer Premises Equipment, Seccom's unique backend solution focuses on real-time data recovery, eliminating both the cost and the infrastructure required. "For one low monthly cost we provide all the equipment and support services to allow business to backup laptops, desktop computers, production and test servers, and other critical systems. The SecureDR infrastructure allows them to rebuild systems in minutes, an otherwise unprecedented standard in the world of disaster recovery", According to BigAir CEO Jason Ashton, the Seccomm partnership represents a marriage of market leading backup/ recovery software and robust Wireless technologies. "With the increased pace of information flow through inter-networked business, we identified a major opportunity to provide our customers with the assurance of disaster recovery and data protection services to ensure their increased flows of information were protected for the long-term."

"We have received exceptionally strong feedback from the customer bases of both companies as well as prospective customers and look forward to strong growth in the Data Recovery market" he said.

## Contacts

Sarah Creelman  
+61 2 8514 9905  
mailto: sarah.creelman@cnet.com.au