

INCREASE  
REVENUE &  
CUSTOMER  
TRUST

CO-LOCATION  
Success Story:  
Insurance

## NATIONAL LIFE & GENERAL INSURANCE CO. SAOG INCREASES CUSTOMER TRUST AND REVENUE THROUGH CO-LOCATION



### BUSINESS CHALLENGES

After a major fire incident in its on premise data center, National Life & General Insurance Co. SAOG felt compelled to identify the right partner that could support the colocation and migration of their Disaster Recovery (DR) site to the cloud. The move was aimed at allowing both an easy & secure access from anywhere as well as enabling significant operational and infrastructure cost optimization.



### ODP SOLUTION

In order to identify the optimum solution for the customer, Oman Data Park (ODP) ran a Hardware Scoping Assessment of the customer's current on premise data center & evaluated the implications of migrating the DR site to a co-located service at ODP's own Data Center. A trial period was also offered so that all aspects of the colocation, including regulatory compliance requirements, could be assessed too. Ultimately, ODP offered quarter rack units that matched the customer's space requirements at a reasonable cost, while keeping scalability options to meet higher demands in the future for data storage and security.



## BUSINESS IMPACT

Having a cloud-based colocation model helped the customer to reduce their IT infrastructure and staff overheads as well as ongoing maintenance and manual back up activities. It also contributed to an increase in revenue and customer trust, as all of their data are now regularly backed up and stored securely inside Oman in compliance with regulatory requirements.

### SNAPSHOT

#### Challenge

- Colocation of on premise DR site
- Easy & secure access from anywhere
- Operational cost optimization

#### Solution

- Colocation of DR site at ODP's Data center
- Regular automated backup for data replication
- N+N redundant infrastructure backed by SLA

#### Impact

- IT Infrastructure and operational cost optimization
- Purpose built DR colocation with multiple redundancies
- 24/7 monitoring with 99.985% uptime availability



*“ODP is not a vendor to us, they are our best partner for best services & best level of support. Their solution is made with you in mind which means you can save costs in the long run”*

- S. Sharma,  
Head of Information Security  
and Infrastructure  
National Life & General  
Insurance



*“National Life & General Insurance is a classic example of how our Colocation services can help to grow your business”*

- Said Mohamed Al Jahwari,  
Business Development Manager  
Oman Data Park

