



## Alchemy

COMMUNICATIONS, INC.

### Here's why Alchemy chose IDrive:

- ✓ Strong feature set
- ✓ Military grade encryption
- ✓ Linux GUI
- ✓ Industry leading pricing
- ✓ Excellent customer reviews
- ✓ Long-standing online backup provider

## Alchemy Communications Backs Up Customer Data to the Cloud with IDrive

*“Doing tape backups for customers was a big process. For many of our customers, IDrive now shoulders the backup process, which saves CAPEX and frees up time for us to focus on other business tasks.”*

**Zane Alsabery**

CEO, Alchemy Communications, Inc.

### About Alchemy Communications

Since 1995, Alchemy Communications has been a leading provider of high performance data center services in Southern California, offering reliable, high-quality collocation to SMBs, enterprises, and government agencies. Alchemy's data centers meet the requirements of Sarbanes-Oxley Act and HIPPA regulations, backed by AT 101 SOC 2 Type 2 credentials. Alchemy offers managed data center services in downtown Los Angeles, Orange County and nearby Los Angeles International Airport.

### Alchemy's Business Challenge

Alchemy found that many of their customers wanted an online backup solution that would allow their data to be more accessible to them. Alchemy had been relying on tape backup solutions to store their customers' data, a process which they found to be time-consuming for both recording and recovery. In order to accommodate their customers' growing demand for cloud backup, they decided to make the leap and begin offering an online backup solution. After reviewing all available cloud backup products, Alchemy chose IDrive based on their security, affordability, excellent customer reviews, strong feature set and industry-leading pricing.

*“With IDrive, you don't lose a lot of sleep. It just works.”*

**Zane Alsabery**

CEO, Alchemy Communications, Inc.

## The IDrive Solution

After successfully converting many of their customers from tape to online backup using IDrive, Alchemy has noted the solution's remarkable ease of use, affordability, and strong Linux GUI, which has enabled them to expediently backup their customers' data to the cloud. Alchemy selected IDrive in large part due to their strong brand name recognition. Customer reviews recognized IDrive as a reputable, long-standing online backup provider with an easy-to-use and effective application.

## Results

Utilizing IDrive enabled Alchemy to switch their backup costs from capital expenditure (CAPEX) to operating expenses (OPEX). Tape backup requires an upfront hardware cost, as well as subsequent costs for new tapes. By converting to an OPEX approach using IDrive, Alchemy was able to save time and money, while giving their customers more peace of mind with the knowledge that their data is secure in the cloud.

Signup today! See how IDrive can help your business.

[www.idrive.com](http://www.idrive.com)