



## CASE STUDY

# ENDICOTT COLLEGE REDUCES TCO AND SIMPLIFIES BACKUP MANAGEMENT WITH ECHOSTOR BAAS.



### EXECUTIVE SUMMARY

Endicott College needed to improve its data recovery capabilities to ensure it could meet service-level agreements (SLAs) after struggling with accessing its backups and recovering its data. The college also sought to eliminate time-consuming backup management, monitoring, and testing, which was a distraction that drained its IT resources. The college turned to EchoStor and Amazon Web Services (AWS) to solve the problem.

### LEGACY SOLUTION SLOWS BACKUP MANAGEMENT AND RECOVERY.

The IT team at Endicott College was leveraging a managed services provider (MSP) to handle their backups, which were stored in an offshore data center. The availability of the service wasn't consistent, as the team struggled to access the college's data when needed for a restore. The team also encountered problems with the system running out of storage space and even dropping the connection between its operational and backup environments.

When it became necessary to restore data, it took far too long—sometimes weeks—to get data back from cloud storage. And the service took far too much valuable IT time to monitor and manage. The college turned to EchoStor and AWS, deploying EchoStor's cost-effective EchoStor Virtual Assistant (Eva) backup-as-a-service (BaaS) solution in its data center.

### PRIOR PROJECT SUCCESS LEADS TO PROOF OF CONCEPT.

EchoStor was already working with Endicott on another project when the IT team recognized it was time to find a better, more efficient, and cost-effective way to handle backups. Endicott's existing software license was also nearing renewal, so they turned to EchoStor—already a trusted vendor—to understand their options. After assessing the college's backup requirements, the EchoStor team developed a no-cost proof of concept (PoC). The 30-day PoC demonstrated how simple EchoStor's BaaS solution—powered by AWS—made backup management, monitoring, and recovery.

The PoC covered the easy onboarding process and demonstrated how the solution supports day-to-day operations and ensures the recovery of Endicott's data if disaster strikes. The PoC included setting up Endicott's backup policies, establishing retention requirements, and performing a test restore. The PoC was so successful that Endicott signed a three-year contract for EchoStor BaaS, preferring to pay based on an operating expense (OPEX) model. EchoStor lets customers choose between OPEX and capital expense (CAPEX) payment models.



### About Endicott College

Founded in 1939, Endicott College is located in Beverly, Massachusetts on 235 acres of oceanfront property. The College offers doctorate, master's, and bachelor's degree programs in the professional and liberal arts. Students have come to embrace Endicott's commitment to experiential learning, which combines theory with hands-on, career-related experience. Today, more than 2,900 traditional undergraduate students pursue degrees on the Beverly campus, and 2,400 students enroll in doctoral, graduate, and accelerated undergraduate programs through the Van Loan School at Endicott College.

## THE RESULTS: WORRY-FREE BACKUPS AND STORAGE

With the EchoStor BaaS solution in place, Endicott is now able to cost effectively and efficiently back up and restore its data. The Endicott IT team no longer wastes time managing and monitoring backups—EchoStor handles that—while the Eva cloud-based console makes it easy to protect its data seamlessly.

The EchoStor BaaS solution gives Endicott comprehensive direct-to-cloud backup capabilities, transmitting backups via a secure pipeline. EchoStor’s partnership with AWS means the college’s critical data is protected by the leading cloud platform. EchoStor’s BaaS offering includes immutable backups that can’t be altered or deleted—even by ransomware—with physical air gapping to provide a last line of defense.

The internal IT team is now confident they can meet their recovery time objectives (RTOs) and recovery point objectives (RPOs). They can also analyze all protected data on the Eva platform, regardless of where it’s stored. And Eva made it easy for Endicott to put proper data compliance and governance policies in place and analyze patterns for the presence of ransomware.

## ECHOSTOR AND AWS: YOUR PARTNERS OF CHOICE

As with Endicott College, EchoStor, in partnership with AWS, helps our customers embrace cloud-based operating models that yield significant business benefits. By aligning capacity and demand, our customers can realize operational efficiencies, greater agility, and lower cost structures—turning their technology investment into a business game changer.



### About EchoStor

EchoStor Technologies partners with the industry’s leading vendors like AWS to provide organizations with the best possible solutions for data storage and management, virtualization, PlatformOps/DevOps, and service management.

**WE COULDN'T BELIEVE**

**HOW EASY IT WAS TO**

**DEPLOY THE ECHOSTOR**

**EVA BAAS SOLUTION!**

**THAT'S ONE REASON WHY**

**WE CHOSE IT, ALTHOUGH IT**

**CERTAINLY HELPED THAT**

**EVA BAAS IS BACKED BY**

**AN INDUSTRY LEADER LIKE**

**AWS.**

**Robert Klopotoski**

Director of Infrastructure,  
Endicott College