



Van Lanschot Banks on VirtualSharp Software for Disaster Recovery Assurance

Van Lanschot Belgium Chooses VirtualSharp's ReliableDR to Strengthen Its Disaster Recovery Strategy

McLean, VA and Maidenhead, UK – May 14, 2012 – [VirtualSharp Software](#), the leading provider of next generation automated Disaster Recovery solutions for private and public clouds, today announced that its ReliableDR has been selected by [Van Lanschot Bank Belgium](#) to enhance the recovery time of its IT services supporting all business applications and seven terabytes of confidential customer and business data.

Van Lanschot Belgium has 150 employees working at offices in Antwerp, Brussels, Gent, Hasselt and Kortrijk who generate, access and query data daily. The bank's storage infrastructure comprises two NetApp filers at the head office and two at the bank's Disaster Recovery site. The sites run active/active and support mission-critical corporate applications that include Microsoft SQL Server backends and Exchange. To ensure that it would continue to meet business continuity standards required by the Belgian and Dutch Central Banks and the UK Financial Services and Markets Act, Van Lanschot needed to improve its Disaster Recovery performance and service levels.

Van Lanschot turned to Belgium-based virtualization consultancy [Centix](#) to help with the redesign of its Disaster Recovery strategy. After a thorough discussion of the bank's requirements, objectives and resources, the partner recommended VirtualSharp Software's ReliableDR and VMware's Site Recovery Manager as alternatives. Van Lanschot's IT team selected VirtualSharp's ReliableDR because it more closely met its demanding requirements for speed and continuity and would also help them significantly shorten recovery point objectives (RPO) and recovery time objectives (RTO).

Paul Timmermans, Managing Director at Van Lanschot Belgium, said, "The nature of our business means that we must be able to quickly restore IT services at the push of a button, be it because of an internal exercise, an external audit or an unforeseen data center outage. As a result, our Disaster Recovery strategy cannot fail to deliver and this is why we chose VirtualSharp Software's ReliableDR - because it lets us run non-disruptive, frequent,

scheduled Disaster Recovery tests to ensure that a successful service recovery is always assured.”

VirtualSharp Software’s [ReliableDR](#) orchestrates enterprise clouds to fully automate failover testing and to ensure compliance with business continuity policies. Earlier this year, VirtualSharp launched a V#P Partner program with 30 partners spanning 14 geographies to support the increased demand for its software.

“Customers like Van Lanschot are in highly regulated environments and have very strict requirements,” said Michael Hillewaert, VP of EMEA Sales at VirtualSharp Software. “ReliableDR’s unique Disaster Recovery orchestration for cloud and virtualized applications addresses those concerns, and we’re seeing unprecedented demand for our software.”

About VirtualSharp Software

Recently named a Cool Vendor in Business Continuity and IT Disaster Recovery Management by Gartner, VirtualSharp Software was founded in 2010 to address the new Disaster Recovery needs for the cloud era. VirtualSharp, an elite-level VMware Technology Alliance Partner, develops next generation Disaster Recovery software for private and public clouds that continuously and automatically certifies the recoverability of services running in the cloud. VirtualSharp’s software enables unparalleled levels of resiliency for virtual IT infrastructures and full alignment between IT Disaster Recovery and Corporate Business Continuity Planning. For more information, visit: <http://www.virtualsharp.com>.

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