

DISASTER RECOVERY “FIRST” FOR GLASGOW’S CAMPBELL LEE

Campbell Lee, Scotland’s leading independent technology provider, today (Thursday April 8) opened Scotland’s first fully-functioning managed Business Continuity suite at its £1.5m Data Centre in Glasgow.

This new facility both enhances the computer hosting that the company has provided for some years and provides comprehensive facilities for customers' staff to continue to do business when disaster strikes their workplace.

The opening was performed by local MSP Patricia Ferguson, Minister for Parliamentary Business at the Scottish Executive, and TV personality Viv Lumsden.

Scottish-owned Campbell Lee Internet Solutions, based in Glasgow, is one of Scotland’s most advanced Data Centre facilities which allows public and private sector organisations to securely host and replicate business-critical information.

The new extension allows people to move in and use the computer and communications facilities when their business premises are knocked out by fire, flood or power loss.

Data Centre Managing Director **Chris Brown** explained: “We live in uncertain times so making provision for the unexpected is a crucial concern for management today. Recent research suggests some 75% of businesses which experience disaster and which have no recovery planning in place will go out of business within two years. This is a frightening statistic.

"Many businesses did not survive the aftermath of 9/11 because their workplace was devastated and crucial business information was not backed up remotely. Companies like Wells Fargo and Cantor Fitzgerald did survive the Twin Towers catastrophe because they had taken the relevant precautions.

"In Scotland many businesses do understand the threats of losing their computer systems and have taken some prudent steps to protect the computers and the data. But what happens to the people who use and drive these computers? Where do they go when disaster strikes? What we can now offer is a complete business continuity solution encompassing computers, data, people and communications systems."

Chris Brown outlined the Data Centre's functions and services. "The Data Centre is staffed to provide secure 24/7/365 cover. Customers choose their required service levels. Some may want simply to reduce backup outage at the main site, or have data recoverable to the last transaction with a tolerance of twenty-four hours, or have fast-switch continuity, switching servers in a blink, transparent to the users. Now with this new Business Continuity facility, Scottish business has all these options here under one roof."

Campbell Lee Group Managing Director **Jim Lee** said: "The availability of the Business Continuity suite means that a company can now quickly move its key personnel to the Glasgow Data Centre in an emergency.

"There they can continue business operations using replicated data on onsite computers. It is people who do business; computers are simply tools. These people need office space, telephone lines, internet connectivity, rerouting of telephone, fax and email, PCs, printers, photocopiers and meeting rooms. We have provided for all these needs."

Mr Lee also took a swipe at UK companies that have outsourced to India.

"The thing that differentiates Campbell Lee Internet Solutions from a hosting facility in India is our consideration for our people and their knowledge of our customers' business. If you lose your local computer, you don't have time to find premises that can hook up to India. Your people can come here and hit the ground running: they can be tight to their computer, close to the web and they can get on fast with doing business with the assistance of our skilled people here in Glasgow. We deal with the technology and infrastructure while the customer deals with his customers and suppliers."

On the theme of people, Lee added: "Our local development company Glasgow North have given us excellent support. They helped us achieve "Investors in People" status, and our close association continues in the form of commitment to lifelong learning and programmes aimed at continuous development of our people in the areas of strategic management and operational performance improvement. We appreciate their assistance and warmly thank them."

Lee hinted that further investment and jobs were on the cards. "I hope that this initial suite is too small. We have more space within the group connected to the communications here. There is more space here, and in Falkirk, Paisley and Manchester. We will invest further as demand grows for these services."

NOTES FOR EDITORS

Images from today's opening can be obtained from Alister Firth on 07831 340 425.

ends

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