

Annaly Mortgage Management

A Billion Good Reasons to Choose Iron Mountain

CUSTOMER: Annaly Mortgage Management
BUSINESS: Real Estate Investment Trust
CHALLENGE: To protect its multibillion-dollar portfolio from disaster

Annaly Mortgage Management, Inc. is a New York City-based real estate investment trust specializing in mortgage-backed securities. With a market capitalization of over \$1 billion dollars, Annaly provides funds for billions of dollars in mortgage loans made for residential homeowners.

With limited technical staff, it is imperative for Annaly's employees to spend the majority of their time focused on the company's core competencies: purchasing mortgage-backed securities and generating returns for investors. Given today's business environment, Annaly recognized that they needed to ensure their critical data is protected. "We had an incomplete disaster recovery plan at the time, and the events of the fall of 2001 made us realize that we had to correct this situation," said Jennifer Stephens, Executive Vice President at Annaly. "Our portfolio data is our life-blood. Losing that data would do enormous harm to our business."

Stephens was appointed the task of developing a disaster recovery plan, including a fail-safe solution for protecting the company's mission-critical portfolio data, without adding staff or expensive equipment. She turned to Iron Mountain, the market leader in off-site data protection, and was introduced to Electronic Vaulting, powered by LiveVault®.

Assurance that your backups are successful

In addition to her responsibilities as an officer of the company, Stephens is responsible for backing up Annaly's Windows NT® and Windows® 2000 servers each night and moving it off site. A manual backup technique, if not strictly monitored, is error-prone as manual backups are

often incomplete. According to the University of Chicago (2001), "Up to 60% of backups are not successful."

Electronic Vaulting, powered by LiveVault assures you that your backups are successful. All changes to business-critical data – such as e-mail, databases and file servers – are continuously and securely transmitted across the Internet and protected off-line and off-site in an Iron Mountain vault. The easy-to-use web-based interface can be accessed from anywhere at any time for fast, efficient data restoration via the Internet or physical media.

"I feel confident that virtually anyone in our office could initiate a restore or change our policies in my absence," Stephens said. "Electronic Vaulting, powered by LiveVault allows me to sleep at night knowing that our backups are monitored 24 hours a day."

"The continuous backup offered by Iron Mountain was an important factor in our decision," Stephens said. "In our business, losing even an hour of data would be damaging. With Electronic Vaulting, powered by LiveVault we can restore the state of our business with data that is current right up to the moment when disaster strikes."

When you can't afford to take chances

"Electronic Vaulting, powered by LiveVault fit the bill for us on all fronts," Stephens said. "Technically, it was the most comprehensive and easy-to-use backup and recovery solution I'd seen. Financially, I knew it would save us money over the long term, because we would never have to worry about the cost and time associated with trying to retrieve lost data. And politically, it was easy to 'sell' to the board of directors and to investors, because of the Iron Mountain name."

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– **Jennifer Stephens,
Executive Vice
President,
Annaly Mortgage
Management**