



Construction Firm Naylor Love Saves 40% in Data Recovery Time and Over 2,000 Hours per Year on Backup Management with AvePoint



Customer Location

Auckland, New Zealand

Industry

Construction

Platform

Microsoft 365

Critical Needs

- 100% SaaS backup and recovery solution
- Compliance with data retention regulations
- Cost-effective and easy-to-use solution
- Proactive measures to safeguard against ransomware

Solution

- AvePoint Cloud Backup

★ Success Highlights

- Reduce recovery times by 40%, minimizing downtime
- Saved over 2,000 hours per year with reduced maintenance demands
- Boosted agility and flexibility of a lean IT team managing a thousand users
- Protection against ransomware attacks

🔍 Customer Profile

Established in 1910, Naylor Love is the largest private construction company in New Zealand. It has offices in all major cities, with projects in a broad range of sectors including education, retail, healthcare, large commercial and industrial facilities, leisure and cultural facilities, and commercial recladding and seismic strengthening, among others. Naylor Love strives to provide exceptional service and values long-term relationships with its clients and partners.

⚙️ The Challenge

As a growing construction firm, Naylor Love recognized the need to transition from a primarily on-premises infrastructure to a cloud-based one. After migrating 95% of their corporate data to Microsoft 365, they faced new challenges in retaining and backing up their critical information.

Backup was a crucial requirement to comply with specific regulations that mandated meticulous preservation of records for a minimum of 12 years. It was also essential to combat the escalating cybersecurity threats that were a top priority for their leadership.

That meant, for Naylor Love, implementing a reliable backup solution became more than just a choice; it was a strategic imperative. Unfortunately, Microsoft 365 lacked an out-of-the-box backup option, which led them to seek a third-party alternative.

💡 The AvePoint Solution

Naylor Love found their solution with AvePoint Cloud Backup, a comprehensive and reliable cloud-to-cloud backup solution that would provide the protection and peace of mind they needed. The 100% SaaS solution offers four automatic

backups a day and provides built-in storage, encryption, flexible pricing plans, and more for Microsoft 365, Salesforce, Google Workspace, Azure, Power Platform, and Dynamics 365.

Lee Harris, ICT Solutions Architect at Naylor Love, explains: "We've all worked with AvePoint in our previous roles for either on-premises or cloud-based projects, and Cloud Backup was an obvious choice."

Wynand Goosen, Group Information Services Manager at Naylor Love, adds that "AvePoint had a good reputation, which was a big consideration for us. We did measure against other products in the market, and AvePoint Cloud Backup is priced reasonably compared to the other solutions we checked, especially for the value it offers."

The deployment of Cloud Backup took less than three days, and its simplicity has been a game-changer for the construction company. Lee highlights that "With Cloud Backup, you can set it and forget it so you can focus on other priorities." This has been critical for Naylor Love, as their IT team is lean and the minimal demands for maintenance and monitoring have saved them over 2,000 hours a year in management time.

Lee continues, "Ease of use is the biggest thing. You hope you never have to use it, but if you do, restoring something isn't a monumental headache. Even if you have to recover large amounts of data, you're in a good position to do that."

While fortunately, Naylor Love hasn't had to restore much, they have had users accidentally delete something that required IT's help. Often, users can't remember what the file was called or where exactly they saved it, but Cloud Backup's search functionality is so easy to use, Naylor Love's IT team can browse the backups, easily identify the lost items, and restore them quickly.

Wynand says, "We've all been in this industry long enough to know that other tools for restoring information can take ages to do the job. But with Cloud Backup, it's so easy to jump in and restore information at a certain point. Cloud Backup has saved us about 40% in recovery time compared to the previous solution."

By having a reliable and unlimited capability for backup in Microsoft 365, Naylor Love has insurance against worst-case scenarios. Ransomware is a big concern for the construction company and a key item on the leadership's agenda. They have taken steps to mitigate this risk, and backup plays a critical role as it ensures the availability and accessibility of organization data, no matter what happens. "It's peace of mind," says Wynand.

The Bottom Line

For over six years, Naylor Love has entrusted AvePoint Cloud Backup with a critical mission: safeguarding their corporate information. In a world where ransomware threats loom large and accidental deletions can wreak havoc, Naylor Love finds peace of mind in this robust backup solution.

Wynand sums it up, "People think of Microsoft 365 as a safe space – and it is! But there are gaps in the native offerings so much so that if a document is gone, it's gone for good."

As the Naylor Love team increasingly relies on SharePoint, Teams, and the information stored there from an operational perspective, losing access to such information is too huge of a risk for them to take. That's why Wynand says: "For all the value and savings we get, Cloud Backup is worth every penny."

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- WYNAND GOOSEN
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