SPANNING

SPANNING BACKUP FOR SALESFORCE KEEPS STHREE FOCUSED ON BUSINESS INSTEAD OF BACKUP

CUSTOMER PROFILE

s|three

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> Garry Lengthorn
> DIRECTOR OF IT SERVICES, STHREE

ORGANIZATION

SThree

ORGANIZATION SIZE

2,400 Salesforce users

INDUSTRY

Recruitment

PRODUCTS USED

Spanning Backup for Salesforce

SThree is a global leader in recruitment. Founded in London in 1986 to address a skills shortage in IT, the company has grown from four to 2,900 employees and recruits professional staff across multiple regions and sectors.

Global recruitment leader SThree PLC moved its CRM capabilities to the Salesforce cloud services platform with a much larger vision in mind. The company saw the platform as the basis for a variety of future services, not just CRM. To protect all the critical data in that platform, SThree chose Spanning Backup for Salesforce.

"The most important thing Spanning Backup has allowed us to do is focus on our business," explains Garry Lengthorn, director of IT services. Instead of spending time and resources making sure backups are in place and working properly, SThree simply relies on Spanning Backup for effortless, reliable backups and restores of data on its Salesforce platform.

"When something just works—the way Spanning Backup does—that's quite refreshing," says Lengthorn.

> "Spanning Backup did everything we wanted it to do, was easy to get up and running, and proved itself when we tried some restores and point-in-time backups."
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Backup You Can Count On

The search for a robust backup solution began as soon as SThree made the decision to adopt the Salesforce platform. Years of maintaining large on-premises systems had taught its IT team the value of backup.

"Our first priority was to find a cloud application we could feel confident would get our data back in a dire situation," says Lengthorn. "Spanning Backup did everything we wanted it to do, was easy to get up and running, and proved itself when we tried some restores and point-in-time backups."

SThree has also found that the software requires very little ongoing vendor attention. "One measure of quality is how much—or how little—time you have to spend setting up calls to talk about service and issues," according to Lengthorn. "We just haven't had problems like that with Spanning Backup."

One Solution for a Growing Set of Services

For SThree, one of the greatest advantages of Spanning Backup for Salesforce is that the licensing extends beyond Salesforce to other applications created with Force.com.

"For example, we run an HR Management System that was created on the Force.com platform, and we can use Spanning Backup for both," says Lengthorn. "There's no need for separate licenses."

As SThree implements more Force.com-native applications, its Spanning Backup license will cover all of them, creating greater economies of scale over time.

European Data Center for a UK Based Company

Spanning's European data center option for Salesforce backups enables SThree to keep its backup data within the European Economic Area, rather than transmitting it elsewhere. This is becoming increasingly important as new data and privacy policies go into effect in the area that govern where and how data is stored.

"Being a UK-headquartered company, it is critical that we ensure that the aspects of our data are managed within the European Economic Area and governed securely," says Lengthorn. "This was a critical driver for our company choosing Spanning Backup."

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ABOUT SPANNING

Spanning is a leading provider of backup and recovery solutions for SaaS applications, helping organizations to protect and manage their information in the cloud. We provide powerful, enterprise-class data protection for G Suite, Salesforce, and Office 365. Spanning Backup is the most trusted cloud-to-cloud backup solution for thousands of companies and millions of users around the world. Try a 14-day trial by visiting spanning.com/start-free-trial.

LEARN MORE AT WWW.SPANNING.COM OR CALL +1.512.236.1277