



[Advanced Systems Group](#) is an IBM Premier Business Partner and a 2007 IBM Beacon Award winner. Advanced Systems Group provides consulting and infrastructure services that address high-level business and technology challenges for small and midsize businesses in all industries.



Southern California-based mortgage lender Guild Mortgage turned to its trusted technology partner Advanced Systems Group to help it select a robust business continuity solution.

The challenge

Guild Mortgage needed an in-depth companywide disaster recovery plan to be implemented in the event of a major business disruption. It relied on the business assessment of Advanced Systems Group to identify the best marketplace offering to meet its business needs.

The solution

The key ingredient in any business continuity solution is confidence in the provider. Advanced Systems Group engaged the IBM Global Services team to present a detailed overview of its business continuity and resiliency services portfolio. Guild Mortgage was impressed with the breadth of the IBM offerings and signed a 3 year contract for the IBM Disaster Recovery for data center recovery – hot site recovery service

The result

Advanced Systems Group and IBM delivered a solution designed to ensure that Guild Mortgage can continue business operations in the event of an unplanned outage; safeguard company data and ensure e-mail continuity; and address data center, workplace and network recovery.

The business continuity solution from IBM provided Guild Mortgage with:

- customized services for reestablishing its network following a disaster
- methods for safeguarding company data and supporting business continuity during disasters and unexpected business disruptions
- skilled specialists to assist with the recovery process
- access to an IBM recovery center, which provides a broader scope of services when compared to competitive offerings.

Advanced Systems Group is selected as the IBM Global Technology Services Business Partner of the Quarter for this successful engagement.