



## SpectrumData looks to clean up in WA

ROB IRWIN

WA-based SpectrumData Recovery has opened what it claims is that state's first internationally certified data recovery clean room.

CEO, Guy Holmes, said clean rooms enable data recovery technicians to open damaged hard drives without the risk of air particles damaging the platter.

"We have been a data recovery company for 20 years, mostly dedicated to tape," he said. "For example, we are currently doing a project for the Federal Government involving 300,000 tapes.

"More recently, however, we have started to get a lot of requests from customers for disk retrieval as well."

Local business was typically made up of computer shops and consultants working with consumers, small business owners and SMEs, Holmes said.

He predicted this referral business would be a growing channel.

"A lot of our business comes through word of mouth, like the work we have done with the oil industry here over the years," Holmes said.

With the ability to conduct physical and logical disk recovery, SpectrumData has its eye on eastern states customers, where it faces competition from companies like Brisbane-based CBL Data Recovery and Ontrack Australia.

The company has also installed agents as far afield as India, Japan and the US to spruik its services.