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# iland and Viadex partner to help clients exceed business objectives.



## Client Profile

Viadex supports globally dispersed businesses, with multiple datacentre instances and geo-dispersed users. Viadex is a global IT provider that plans, delivers, and manages global projects across four continents and over 190 countries.

As they looked to provide their customers with best in breed technology well into the future, they recognised the need to work with a partner who could not only meet, but exceed the data protection needs of their customers, as well as providing flexible and scalable infrastructure to adapt to ever changing business world demands.

## DRaaS as a known quantity

Viadex has been leveraging DRaaS from iland internally for a few years which has provided the familiarity and knowledge that it would be the right solution for their customers. As Brian Dunleavy, Commercial Director, stated, "we eat our own dog food, which allows us to recommend iland and be sure that we know how to design, manage and fix it for our clients as needed, backed by iland's 100% infrastructure availability guarantee." iland provided the solution so that Viadex can rely on it for its datacentre needs rather than spending large amounts of budget monies to set up their own – including power, cooling, management, facilities, etc. It just made sense to consume and manage with iland which also makes it that much easier to fulfill their customer's needs. As Brian said, "iland carries all the burden and does it well."

## Challenges

- Find the right global data protection solution for their customers
- Meet complex global compliance requirements
- Need for a flexible and scalable infrastructure

## Solution

- iland Secure DRaaS with Zerto
- iland Secure Cloud Backup for Microsoft 365
- iland Secure Cloud - IaaS

## Benefits

- Flexible and scalable solution
- Global compliance and certifications
- Strong end to end support
- Very well-defined service offerings
- No hidden fees or upcharges

## Profile

- Global IT Provider
- Doing business across numerous industries



## Cloud for the future

The growth of cloud solutions has refocused the efforts of numerous IT teams. It is critical to be smart about growing the business while utilising smart resources rather than add more people and additional equipment. There is the need for flexible and scalable cloud solutions which Viadex has been able to attain from iland. Cloud solutions can be confusing especially with the abundance of large public and hyperscaler cloud solutions available, but there needs to be attention focused on obtaining the right tool for the job while also defining that job. In most cases, executive leadership is providing the directive to move to the cloud and iland is a good solution for that. iland checks all the boxes with the VMware migration and transformation solutions. It also allows Viadex customers to remain in control without a lot of additional training. iland's Secure Cloud also provides the much-needed security to combat the increasing number of IT security threats including ransomware. Risk to data is not something to be taken lightly and iland provides the much-needed peace of mind with the ability to help Viadex and its customers recover the data in a timely manner while also providing that additional layer of security for all of their data.

## Why iland?

Viadex is a trusted business partner and they are focused on teaming with partners that they would also recommend to their customers. iland is one of those partners. While using DRaaS in-house, it just made sense that iland would also be the best choice for their clients. In addition, iland is able to provide the global compliance and certifications that are needed for Viadex and their customers. iland has a dedicated compliance team that understands the complexity of obtaining and retaining the global requirements. Service level agreements (SLAs) are also critical to many of Viadex's customers and iland is able to meet the strict SLAs while many of the large hyperscalers cannot. "iland does due diligence extremely well and they are not just focused on selling something, but rather partnering together which leads to everyone winning jointly," said Brian.

## Growing Together

Viadex is very focused on solutions and services that exceed their client's expectations for business outcomes. Brian stated, "Customer conversations may start with one solution, but will also expand to other options. For example, DRaaS leads to discussions around data protection which leads to backup and also the IaaS solution for increased data growth." iland is able to provide the breadth of offerings needed in order to help with all business growth. Viadex is a growing global business and iland is dedicated to partnering with them for current and future growth.

To learn more about the iland Partner Program, visit [iland.com/partners](http://iland.com/partners).

“We like that we can rely on iland for our datacentre needs. We strategically added iland to our portfolio of public facing private cloud providers for the best of flexibility, agility, and availability without the cost of managing and also with the flexibility to grow as fast as it can be consumed. iland has a can-do and will-do attitude that has provided Viadex with a great experience overall.”

Brian Dunleavy . Commercial Director

## Protect business. Power innovation.

