



# Trinity Fire & Security Systems selects iland to lead cloud transformation.



## Client Profile

Since 1997 Trinity Fire & Security has been helping businesses to ensure the safety of their people, properties, and business operations. Trinity is one of the largest independent fire, life safety, and security systems integrators with regional offices across the UK providing a local service to national customers. The company provides quality design, installation, commission, and after care of fire detection, fire safety, life safety, and security systems.

## Business Contracts on the Rise

Here's the good news: Trinity is a company on the rise, regularly signing new customer contracts. However, each additional customer impacted the company's ability to manage and protect its data—creating a snowball effect. With that type of growth, there is a need to increase data centre resources, which then necessitates additional funding, time, and effort. Lee Angell, IT director for Trinity Fire & Security Systems, realized it was time to investigate new infrastructure options, specifically cloud for application hosting and data protection, that more closely fit Trinity's goals.

Most cloud providers attempt to provide complete solutions to meet their customers' business needs, but in reality, every customer is at a different point in their cloud journey and has different requirements for success. Hyperscale clouds, in particular, often present significant challenges and compromises to adoption that must be overcome for long-term success. The iland strategy is centered around steps to plan, predict, migrate, optimize, and protect in order to hone in each customer's requirements. iland's Secure Cloud solution is designed to address the most common challenges associated with cloud adoption, while also eliminating customer compromises. It was a perfect fit for Trinity, providing just what the company needed to satisfy its IT and business requirements.

"iland took the time to understand our requirements, while going all in to put together our plan," said Angell.

## Challenges

- Traditional infrastructure growth requirements
- Ability for flexible and scalable solution
- Strict compliance regulations
- Need for easy cloud implementation

## Solution

- iland Secure Cloud (IaaS)
- iland Secure Disaster Recovery as a Service (DRaaS)

## Benefits

- Scalable cloud for business expansion
- Extensive certifications for compliance requirements
- Simplicity in day to day management
- Flexibility for future growth
- No hidden fees or charges

## Profile

- Size: SMB
- Industry: Business Services Sector



## Simplification and Acceleration at the Right Time

Infrastructure as a Service (IaaS) allowed Angell and his IT team to shift their focus to innovating and maintaining applications rather than working with servers and storage. IaaS provides dynamic, flexible servers, storage, and hardware for organizations that seek to create, modify, and run their own software platforms and applications. The elimination of managing their own infrastructure allowed Trinity to save money, while also providing the agility needed to allow the team to work on innovation projects that would ultimately help grow the business.

“iland does it all and now my team can focus on managing our IT projects and simply add or reduce cloud resources as the business requires,” said Angell. “The need for flexibility, agility, security, and scalability is satisfied with the iland Secure Cloud.”

## Forging a True Partnership

Angell emphasized: “The iland account team was very flexible and easy to work with. Our cloud adoption was quick and easy with the iland team available every step of the way. I feel confident that the iland cloud services are the same as what we would expect on-premises.”

The iland Secure Cloud experience led Trinity to also work with iland for their disaster recovery needs. Disaster Recovery as a Service (DRaaS) is the ultimate failover plan for a company like Trinity that can’t afford to lose their data or be inoperable, even for a couple of minutes, hours or days. Working together with iland and deploying both the Secure Cloud and Secure DRaaS solutions has provided the required components to move away from a dedicated data centre and into the cloud, enabling Trinity to meet their current business and compliance requirements, while also helping them plan for future business growth.

“iland allows us to focus on our business rather than on our IT infrastructure. They listened to our needs and delivered on our requirements.”



Lee Angell . IT Director

Protect business. Power innovation.

