iland

Cloud Services help Muhlenkamp & Company focus on financial growth for their clients

Muhlenkamp & Company has a vision of helping their clients build and maintain financial freedom. With this in mind, they turned to iland to protect their business systems with secure, compliant and cost-effective cloud-based disaster recovery.

business profile

A family owned and operated business, Muhlenkamp & Company specialize in personalized investment management, delivering expert investment advice and services to clients across the US. The company has a reputation for discipline, independence and a rational approach to investing that has enabled them to gain the trust of their clients.

the search for a DR solution

Rich Dean, Operations and IT Manager at Muhlenkamp, recognizes the importance of having a reliable disaster recovery solution in place to protect the business. And, it didn't make sense to invest in buying local storage and hardware that required management so a cloud-based DR solution was clearly the way to go. However, with a limited IT budget and a lean IT team, Dean needed a cloud-based DR solution that could meet his requirements for cost-effectiveness and ease of management.

"While Disaster Recovery is one of my IT priorities, I don't have the time to constantly monitor and manage a DR solution," Dean said. "I need a reliable DR solution that works in the background, that I don't have to fiddle with all the time and that enables me to sleep well at night."

After a false start with another DR vendor that was unable to deliver the reliability, visibility and ease of testing he needed, Dean went out to the market to investigate other solutions. He discovered the iland DRaaS solution from a simple internet search and was immediately impressed with the simplicity of the solution and the responsiveness of the iland sales, support and solution architects teams he engaged with.

Muhlenkamp & Company, Inc.
Intelligent Investment Management

profile

- SIZE: SME
- INDUSTRY: Financial Services
- SOLUTION: DRaaS with Zerto
- HEAD OFFICE: Pennsylvania, USA

challenges

- Needed a reliable, cloud-based DR solution that met aggressive RPOs
- Limited budget and IT resources for management
- Must comply with industry regulations – FINRA and SEC

benefits

- Ease of management and visibility through the iland console
- On-demand, simplified testing ensures compliance
- Flexible pricing drives a cost-effective DR solution
- Recovery Point Objectives of less than a minute

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simplified DR drives performance

Dean was familiar with the Zerto solution and sought a cloud provider that could offer Zerto DRaaS with the security, support, visibility and management he needed. A demo showing the ease of replicating virtual machines at the hypervisor level with Zerto over to the iland cloud impressed him. What really drove his decision, though, was the iland console which provided the capability to manage and monitor his DR solution at any time. Previously, he'd had no visibility into whether the replication was ready or not and there was a manual process of transferring data. With the iland console, the configuration, monitoring and failover management of his virtual machines is available at the touch of a button – and email alerts avoid the requirement for constant checking.

"We were under time pressure as our previous DR solution wasn't working so the responsiveness and expertise of iland was a great relief – from sales to support to engineering – the process was fast and professional," Dean said.

efficiency and flexibility drives cost-effectiveness

Dean found the installation and setup of the system surprisingly simple and fast – in less than an hour after implementation, a fully functioning replication system was ready and operational. And, iland's simple, three-part pricing model makes it easy to predict DR costs and keeps the overall cost of the solution to a minimum.

ease of testing helps ensure compliance

Being in the Financial Services industry, compliance to industry regulations including the Financial Industry Regulatory Authority (FINRA) and the Securities and Exchange Commission (SEC) is essential. Muhlenkamp needs to be able to show auditors that DR testing is successful and prove that they have a reliable DR solution in place. The testing capabilities of the iland DRaaS solution have made this compliance task much easier. Through the iland console, Dean has been able to successfully perform non-intrusive DR testing without all of the trouble-shooting and manual processes that were required with the previous DR solution.

results speak for themselves

Muhlenkamp has been able to achieve Recovery Point Objectives (RPO) of less than a minute – much better than previous best case scenario of 6 hours. Muhlenkamp now has a geographically diverse DRaaS solution protecting their business that they can rely on – giving them more freedom to focus on generating wealth for their clients.

"The iland DR solution provides the ease of testing, visibility and cost-effectiveness that we need. The biggest thing, though, is that I don't have to worry about it – I know that iland DRaaS is working in the background, protecting our business."

- Rich Dean, Operations and IT Manager

about iland

With data centers in the U.S., U.K. and Singapore, iland delivers the only enterprise cloud solutions in the market today with true innovation, transparency, intelligent management and advanced security built in. iland's technology and consultative approach mean anyone—regardless of expertise, location or business objective – can benefit from a hassle-free cloud.

From scaling production workloads to supporting testing and development to disaster recovery, iland's secure cloud and decades of experience mean unmatched service. iland has been recognized as Veeam's Service Provider of the Year as well as VMware's Service Provider Partner of the Year, Global and Americas. iland is also part of the Cisco Cloud Managed Service Provider Program for IaaS and DRaaS and partners with other industry leaders including Zerto, Trend Micro, Hytrust and Nimble Storage.

2