The Lloyd Group drives business success for their customers with innovative cloud hosting and disaster recovery services on the iland cloud

Recognizing early on that cloud technologies would be essential to the success of their customers, The Lloyd Group sought a relationship with a cloud provider that would enable them to focus on their core IT competencies.

business profile

The Lloyd Group delivers full end-to-end technology services including managed services, service desk, cloud, disaster recovery and consulting to their customers across many industries. Founded in 1995, the company has innovated and evolved their technology services offerings in line with their customers' changing needs.

evolving to cloud services

Bryan Lukralle, Sr. Technology Consultant, explains that part of The Lloyd Group's mission is to 'free our customers to build their businesses by taking the headaches out of technology for them'. Their customers are mainly small to medium size businesses with limited IT resources who are often struggling with how best to leverage the cloud.

"When we talk to clients about upgrading infrastructure, the focus is always on moving to the cloud," Lukralle said. *"We help them understand cloud capabilities and what's best for their business"*

Many of The Lloyd Group's customers are moving to cloud-based apps like Dropbox and Office 365 and are increasingly looking at cloud for backup and disaster recovery.

focusing on key strengths

To fast-track cloud initiatives for their customers, The Lloyd Group embarked on a search for a cloud provider with an established, hybrid cloud offering. That's where iland came in. Leveraging the iland cloud platform enables them to focus on making IT a strategic enabler for their clients - while leaving cloud infrastructure management, availability, reliability and security to iland.

LLOYD™

profile

- ▶ SIZE: Mid-Market
- ▶ INDUSTRY: IT Services
- ▶ SOLUTIONS: Secure Cloud Hosting and DRaaS
- ▶ HEAD OFFICE: New York, USA

challenges

- ▶ Driving cloud adoption in the mid-market
- ▶ Delivering cost-effective and flexible cloud solutions
- ▶ Avoiding focus on IT infrastructure

benefits

- ▶ Partnership drives customer and revenue growth
- ▶ Delivering much needed backup and DR solutions to customers
- ▶ Able to focus on core IT consulting competencies

choosing iland

The Lloyd Group evaluated the larger cloud service providers but were disappointed by a lack of flexibility and cumbersome vendor processes. After reviewing Gartner's evaluation of iland in their Magic Quadrant for Disaster-Recovery-as-a-Service, they reached out and immediately had a good connection. Impressed with iland's client focus, technical knowledge, advanced security, 100% SLA and ease of doing business, they began offering iland cloud services to customers. The first couple of cloud projects with iland were rolled out smoothly and customers were happy with the performance and service. Now, they always recommend iland cloud services as part of any customer engagement.

business protection is key

With The Lloyd Group's customers becoming ever more reliant on IT to run their business, IT outages and any downtime are unacceptable. iland backup and DR solutions from both Zerto and Veeam help The Lloyd Group meet their customer's demands for business continuity

Dan Krutoy, Principal Consultant comments: "We see a lot of potential growth in cloud-based disaster recovery services – mid-market companies often have legacy infrastructure that can't be moved to the cloud so giving them a DR solution with fast recovery times has a lot of value."

The cost-effectiveness, ease of testing and management of the iland backup and DR solutions mean they're able to keep their customers businesses protected. Additionally, iland provides the option to offer co-location services which was something the larger CSPs couldn't provide and is essential for The Lloyd Group.

meeting demands for cloud security

IT security is becoming more and more a priority for The Lloyd Group's customers and they are very focused on ensuring their data is protected.

"The iland secure cloud platform enables us to deliver advanced security to our customers including encryption at rest and in transit and reassure them with cloud security controls that are better than they could achieve with on premise infrastructure." says Lukralle.

Additionally, the security and compliance reporting available through the iland console means The Lloyd Group can help their customers meet security and audit requirements across many industries.

partnership drives success

Given The Lloyd Group's focus on delivering service excellence to their customers, it makes sense that they expect these same levels of service from their cloud provider. And, they've received this from iland.

"If we have any problems at all, we know we can talk to someone at iland – that's not possible with other cloud providers," Krutoy said. "All the iland teams from support to engineering to sales are very proactive."

"iland focuses on the cloud infrastructure for us, ensuring availability, security and reliability – and we get to focus on IT consulting to drive success for our customers."

-   Dan Krutoy, Principal Consultant

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. From scaling production workloads, to supporting testing and development, to disaster recovery, iland's secure cloud and decades of experience translate into unmatched service.

iland has been recognized as Veeam's Service Provider of the Year and Zerto's Cloud Service Provider Partner 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 Trend Micro, Hytrust and Nimble Storage.