



iland and Lloyd Group work together to provide real value for clients.

Client Profile

Lloyd Group is a technology services firm offering business technology solutions and services committed to helping their clients build their business while eliminating IT headaches. Improving overall productivity while also reducing IT support costs is their main goal. The Lloyd Group focuses on three primary principles to determine success: client revenue growth, satisfaction, and profitability.

Providing Established Disaster Recovery Solutions

Disaster recovery is critical for any business and Lloyd Group wanted to provide a stable and reputable solution. There has been a lot of turnover in the private cloud solution area and Brian and team realized that it was the right time to look for the best partner in this area. iland has a similar service-oriented culture to Lloyd Group with an ITIL incident management process which was one of the items on Lloyd's group RFP process. Compliance and disaster recovery are needed for a large financial services customer set which also pushed Brian to look to iland for DRaaS.

Challenges

- Analyzing costs with private cloud refresh
- Need for a flexible and scalable infrastructure
- Reduce infrastructure tasks with cost reduction

Solution

- iland Secure DRaaS with Veeam
- iland Secure DRaaS with Zerto
- iland Secure Cloud - IaaS

Benefits

- Excellent service-oriented business procedures
- Strong technical support
- Flexible and scalable solution
- Very well-defined service offerings
- No hidden fees or upcharges

Profile

- Size: SMB
- Doing business across numerous industries



Delivering Secure Cloud Solutions

Lloyd Group has become a private cloud broker and is focused more on consulting aspects for their customers. Lloyd Group decided to join the iland Partner Program and offers secure and compliant cloud backup and replication services delivered at scale globally. The iland Secure Cloud is a self-service cloud infrastructure built to meet the ever-changing needs of any business for short- and long-term requirements. With the iland partnership, Lloyd Group is able to focus on the consulting aspect which has become critical while layering that over the top of the scalable, flexible, and cost-effective iland solution.



Why iland?

"iland is focused on a partnership versus closing the deal only and we want a long-term relationship with this type of partner in order to eliminate having to make a change," said Brian.

Relationship: iland is a true partner who is invested in their employees while also investing in Lloyd Group at the same time. As Brian said, "iland is about the partnership and not just closing the deal only."

Service Oriented: Brian and team are able to rely on iland and work to solve any problems together.

Strong Service Offerings: It is important to work together on all aspects of the offerings. Maintenance is regularly monitored together and is relatively seamless. The communications between the teams is consistent and helps to set proper expectations.

Future with a Trusted Partner

During the transition to iland, it was clear that iland did everything possible to ensure a smooth transition with clear workflows and process documentation. The Lloyd Group client migration to iland needed to be planned properly. A dedicated iland team member was assigned to help with the onboarding process which made Brian and team much more comfortable. "We continue to discuss the future together with technical and solution roadmap discussions," said Brian. In the end, Brian stated that iland is focused on "a partnership versus closing the deal only ... and we want a long-term relationship to eliminate having to make a change."

To learn more about the iland Partner Program, visit iland.com/partners.

“We were looking to make a change to remove the management of our own infrastructure. Our final decision was made on several factors, but we really were looking for a company with a similar service-oriented business. iland provides very clear IaaS and DRaaS offerings and is very focused on building a solid partner relationship which met our needs. iland has the expertise and talent to meet our client’s needs.”

Brian David . Partner, Managing Director

Protect business. Power innovation.

