



Rodericks Dental partners with iland for data security and scalability for their growing business.



Client Profile

Rodericks Dental, a clinically led dental group, offers comprehensive NHS and private dental care with over 100 dental practices across England and Wales. High quality treatments and quality patient care are key to the comprehensive dental services that are offered by Rodericks Dental.

Need for Data Now

Rodericks Dental is in the business of providing superior dental services. One of the key components of operating a dental practice, is the need for all patient records, billing and other business essentials to be available at all times. Alex Snell, Head of IT at Rodericks Dental, emphasized that “we need instant recovery and retention with backup at all times.” Prior to working with iland, Rodericks initially built their own data centre. As time progressed, it became necessary to look at the security of this solution along with the amount of power that was being generated with their own data centre. Cost savings and increased security became top IT priorities. With other large cloud vendors, Alex discovered that they were paying for additional storage that they were not using as well as experiencing slow recovery times. Veeam was the on premises software provider, therefore it made sense to look for a strong Veeam cloud provider to move forward with Backup as a Service. iland was 100 percent recommended with competitive pricing and more importantly, had a data centre in the UK which is critical for their dental practice. Migrating to the cloud is not the easiest thing to do, but Alex stated, “iland makes it extremely easy to transition to the cloud.”

Challenges

- Strict dental compliance regulations
- Reduce Capex costs
- Enable secure and reliable access to data
- Protect against increase in cyber threats and ransomware
- Scale backup for increasing amounts of data

Solution

- iland Secure Cloud Backup with Veeam Cloud Connect
- iland DRaaS with Zerto

Benefits

- Continuous data availability and business uptime
- Secure data with iland Insider Protection
- Easy cloud migration capabilities
- Scalable solution
- No hidden fees or upcharges
- UK data centre
- Reduced RPO’s

Profile

- Size: SMB
- Industry: Medical—Dental Services





Confidentiality and Security Required

Cybercrime is plaguing the dental industry, so protecting patient records from loss or corruption is more critical now than ever before. Alex and his team realized that 2 Factor Authentication(2FA) support is critical when protecting their data. A previous vendor did not support 2FA so this was something that they required when looking at cloud providers. iland not only provides 2FA, but offers Insider Protection. iland Insider Protection protects from both straightforward deletion of all backups from the Veeam console, as well as more sophisticated attacks. If an attack were to occur, iland Insider Protection retains an air-gapped directory allowing for data to be safely saved and transferred back when data is ready to be restored. This was something that Alex realized was critical to their business and was one of the many reasons that made iland the right choice for Rodericks Dental.

Prepare for the Unpredictable

Disaster recovery was not initially a priority for Alex and his team, but after working with iland for BaaS, it led them to look at what they were doing for their disaster recovery plans. Public cloud is always an option for DR, but Alex recognized that with other large cloud vendors they would be paying for virtual servers that they would not be fully using. His final decision led him to the iland DRaaS with Zerto solution providing him with real time data replication. The need for a cost-effective and flexible disaster recovery plan was accomplished with this solution while it also provided optimized RPOs and near-zero RTOs. Alex said “that RPOs under 10 seconds has been a huge improvement for our business. We look forward to partnering more with iland as we continue to grow.”

“iland makes it so easy to transition to the cloud. From contracts to technical help, our iland sales rep has been able to pull it all together with no added complications. We now have a scalable, cost-effective solution for our future growth and look forward to continuing our partnership with iland.”

Alex Snell . Head of IT

Protect business. Power innovation.

DR Secure DRaaS	Ob Secure Cloud Object Storage	IaaS Secure Cloud	BaaS Secure Cloud Backup	365 Secure Cloud Backup for Microsoft 365
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