iland

iland provides secure and scalable cloud solution for B&I's data.

Client Profile

B&I Contractors, Inc. provides commercial mechanical contracting services. The Company offers plumbing, electrical, heating, air-conditioning, refrigeration and other contracting services. The B&I team strives to provide the best quality and value through progressive and innovative solutions combined with state-of-the-art fabrication capabilities.

Continual Data and Business Growth

With IT budgets shrinking and less desire for capital expenditures, Bill Lamon, IT Manager for B&I Contractors, knew that it was time to look for cloud options for his growing business. His desire to not be locked in with a channel partner and eliminate hardware expenditures for a local solution was one of the many reasons that cloud object storage was considered. As a Veeam customer, iland stood out with its award-winning object storage, backup and disaster recovery solutions. The need to stay up and running at all times is critical for B&I's business. As Bill stated, "it is not if something happens, but when and iland offers us the ability to avoid business disruption, data loss, downtime and any other unforeseen issues that lead to loss of revenue."

Challenges

- Build and formalize IT department due to growth
- Adhere to strict compliance and regulation requirements
- Reliable and easy to use DR
- IT scalability

Solution

- iland Secure Cloud Object Storage
- iland Secure Cloud Backup with Veeam Cloud Connect

Benefits

- Built-in security and compliance
- In-house compliance team with on-demand reporting
- Ease of implementation
- Scalability and flexibility for future growth
- All-inclusive pricing

Profile

- Size: SMB
- Industry: Commercial Mechanical, Electrical and Plumbing

Manageable and Scalable

Cloud object storage is a solution that makes it possible to store limitless amounts of data, simply and cost effectively. Bill and his team realized that object storage was a good fit for their data growth requirements because it is elastic, flexible and it can easily scale into multiple petabytes to support unlimited data growth. In addition, with iland Secure Cloud Object Storage B&I was able to meet the strict contracting regulations that require that information on projects be maintained up to 10 years. This data includes designs, plans, communications, etc. and takes up a lot of expensive storage space. The iland solution was so easy and allows the B&I IT staff to take a snapshot yearly rather than use costly and cumbersome tape solutions. In addition, the iland Secure Cloud Object Storage solution is designed to support exponential data growth and allows any organization to securely leverage any type of data.

Bring It All On

B&I realizes how critical backup and recovery, data archiving and compliance as well as complete disaster recovery plans are for its business. In addition to these routine IT needs, this year has added challenges with the increasing number of ransomware attacks and also COVID concerns. Bill and his team recognized that they need a partner to help with all of these elements of their IT plan. His decision to choose iland was based on numerous factors, but most importantly he appreciates that iland's technical teams have been available and helpful to accommodate the needs of B&I's IT team. "I just happen to work within the IT department, but I am extremely customer-service orientated and appreciate how iland feels the same way about their customers. Their willingness to be a true partner made my decision that much easier," Bill said. At iland, we understand how critical data is and we provide the control, security and availability of your data in order to drive business revenue, customer experience and lower costs.

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

iland®