iland®

TOMARCO
Contractor Specialties

iland Provides Secure Cloud Solutions for Tomarco.

Client Profile

Tomarco Contractor Specialties is a construction supply company, headquartered in La Mirada, California. Tomarco designs, manufactures and provides training seminars for mechanical, plumbing, HVAC, electrical utilities, cabling telecom, data com, acoustical, drywall, and general construction applications.

Growth Spurs a Push to the Cloud

Manvel Dagilyan, senior systems administrator and Anthony Murguia, system administrator, lead a nimble IT team of three at Tomarco. One of their main objectives has been to keep costs lean while carefully scaling their IT infrastructure to grow with the company. Since there was no budget for a data center, which would have been extremely expensive to manage, maintain and keep current, the team realized that they needed a cost effective data protection solution.

Moreover, International Seismic Application Technology (ISAT), a Tomarco-owned company, had increased its workforce of engineers over the last several years, and the need for a cloud-based solution to support them, became a top priority. ISAT is dedicated to assisting contractors, engineers, facility owners and project teams achieve code compliance in a cost effective manner.

Challenges

- Need for attentive and reliable customer support
- Flexible cloud solution requirement
- Reduce data center budget and resource costs
- Decrease restoration times

Solution

- iland Secure Cloud (IaaS)
- iland Secure DRaaS with Zerto
- iland Secure Cloud Backup with Veeam (BaaS)
- iland Secure Cloud Backup for Microsoft 365

Benefits

- Close proximity to Los Angeles data center
- Unparalleled customer support
- Platform control and flexibility

Profile

- Size: SMB
- Industry: Construction

> "Our iland service rep has been amazing ... knowing you have someone over your shoulder, who will respond and pick up [the phone], is huge for us. For that reason alone, we fell in love with iland."

Anthony Murguia . System Administrator

Prior to partnering with iland for IaaS, the IT team used a competitor, a "big three" cloud service provider. While the provider offered solid service, Tomarco did not receive the attentive support they truly needed. Moreover, the need for a secure and robust data protection solution became even more apparent after Tomarco experienced a ransomware attack. Data was located in different locations making it difficult to restore backups quickly and precisely which was also another hurdle that the IT team knew they needed to address. iland Secure Cloud Backup with Veeam provided the right solution for this type of data event as well as others that might occur in the future.
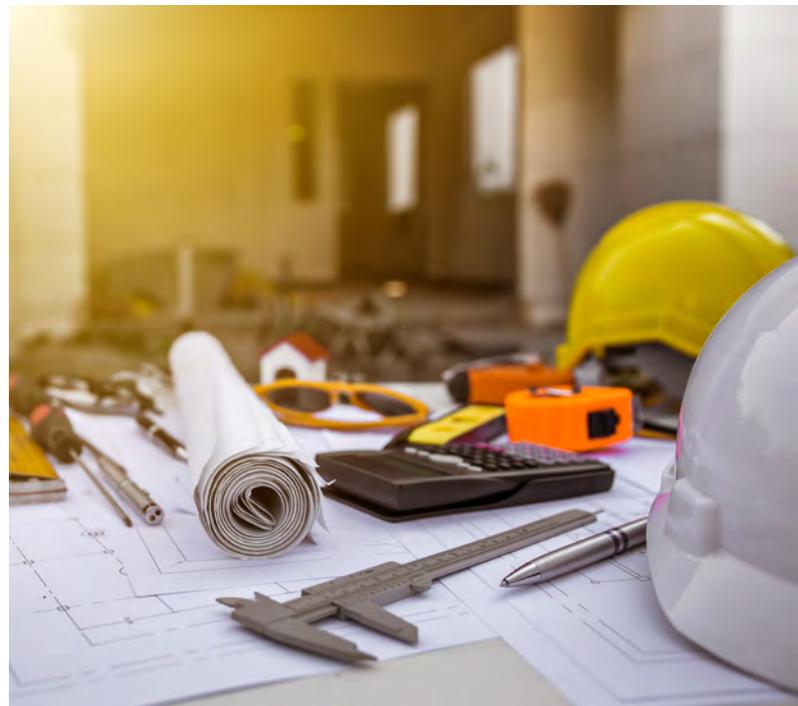
Dagilyan and Murguia learned about iland through one of their existing partners, and decided to implement iland Secure Cloud (IaaS). Throughout the process, from the point of sales to implementation, they were extremely satisfied and confident with iland's strong customer service ethic, and felt supported every step of the way.

Building a Complete Cloud Solution

Dagilyan and Murguia, impressed with the performance of iland's cloud platform, realized iland offered additional ways to safeguard business critical data. To round out their solution, they decided to utilize iland's Secure Cloud Backup integrated with Veeam, which is designed for Veeam users who need performance, security, and simplicity in their cloud solution for offsite backups and archives.

Additionally, the team signed on for iland Secure DRaaS with Zerto, for disaster recovery. It was so simple to use and to implement—key selling points, said Murguia.

Lastly, more than 600,000 companies in the U.S. use Microsoft 365, including Tomarco. While 365 has turbo charged workplace productivity, it wasn't designed with data protection in mind. iland Secure Cloud Backup for Microsoft 365, provides Tomarco with the long term retention, security, and data protection capabilities to ensure critical data is always accessible. Iland was able to swiftly address Tomarco's challenges and needs with attentive customer service, and a complete set of data protection solutions which will safeguard their data today, and into the future.

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®