11:11 SYSTEMS

Data Net Solutions Group Powers Secure, Compliant, Proactive IT Management Services with 11:11 Systems

DATANET™
SOLUTIONS GROUP

Challenges:

- Meeting Department of Defense (DoD) contractors' requirements
- Achieving compliance with NIST 800-171 standards
- Requiring a clear roadmap to meet necessary certifications

Solutions:

- 11:11 Cloud Backup for Veeam Cloud Connect
- VMware Licensing

Benefits:

- Secure, compliant, and reliable offsite backup solutions
- Dependable and scalable way to back up critical data
- Compliance with stringent requirements such as NIST 800-171 and GDPR
- Competitive pricing and compliance-ready infrastructure
- Cost reduction and simplification

Profile:

- Industry: IT solutions and staffing
- Size: Veteran-owned SMB

Client Profile

Data Net Solutions Group (Data Net) is a veteran-owned and operated IT services provider in San Diego, California. Since its founding in 1983, Data Net has grown into one of the state's premier IT companies, specializing in managed services, network security, support, and consulting. Today, it partners with businesses across a diverse set of industries, from construction and financial services to legal, life sciences, and property management. For more information, visit: https://www.4datanet.com/.

"Their Success is Our Success"

Despite the increasingly crowded and complex modern IT landscape, Data Net is one of the few service providers still willing — and able — to offer customers a personal touch . Driven by a strong ethos to "make IT work" for its customers, the company has cultivated a personalized, consultative approach that takes pride in building and sustaining client relationships.

"Our clients are our business partners and we love seeing them succeed," said Michael Leeper, Chief Operating Officer (COO) at Data Net. "Their success is our success. As they grow, we grow."

It's a philosophy that, along with more than four decades of experience and expertise in the space, has helped Data Net grow into one of California's leading IT providers. Veteran-owned and operated since its founding, the company's commitment to its customers along with its disciplined, proactive, and personalized approach to IT management isn't exactly surprising. It is, however, a refreshing change of pace, especially in the high stakes IT industry.

Today, data loss and unplanned downtime—from hardware failures to natural disasters to human error—can cripple an organization. And not just until the lights come back on. They have a particular knack for reaping devastating, potentially irrevocable long- term consequences. That is why Data Net prioritizes eliminating IT issues before they cause downtime, allowing customers of all industries, sizes, and goals to focus instead on core operations and maintaining uninterrupted growth. In other words, mutually beneficial success.

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To that end, Data Net boasts an experienced team of experts in everything from cloud and on-premises integration to managed services, consulting, cybersecurity, and more. No matter its clients' unique industry or business requirements, the company is adept at partnering with established IT departments to deliver personalized support for day-to-day IT management or with specific projects that internal teams may not have the resources to tackle.

Like all successful organizations, however, Data Net could not achieve this level of service and commitment on its own. It, too, needed a like-minded and proactive partner. Someone to help on the back end by delivering compliant, best-in-class backup along with cost-effective VMware licensing. Most importantly, Data Net needed a partner that thought like it did—one that loved to see its partners succeed and viewed the company's success as an extension of its own.

Ultimately, Data Net found exactly the partnership it was looking for in 11:11 Systems

Like-Minded Managed Services Support

Much like Data Net, 11:11 aims to empower its customers and partners to modernize, protect, and manage their mission-critical applications and data.

As a managed infrastructure solutions provider, 11:11's award-winning suite of solutions and services—particularly its resilient cloud platform—ensures that customer applications and data are always running, accessible, and protected. According to Leeper, 11:11 mirrored Data Net's own commitment to eliminating customers' IT issues, preventing downtime, increasing performance and savings, freeing internal IT resources, and producing mutually successful outcomes.

Today, the team at Data Net relies on 11:11's comprehensive suite of managed services to support a wide range of customer needs, namely secure and compliant cloud backups and cost-effective VMware licensing for its infrastructure. It also enhanced the company's operational efficiency, security, and scalability without disruptions or compliance issues.

Using 11:11 Cloud Backup for Veeam Cloud Connect, Data Net can provide secure, compliant, and reliable offsite backup solutions. This means its clients can count on a dependable and scalable way to back up critical data, safeguarding it against data loss, ransomware attacks, or natural disasters.

According to Arnold Torres, an engineer at Data Net, the 11:11 platform is intuitive and allows for efficient data backup management that runs smoothly, without unnecessary complications.

"From the initial setup to the day-to-day management, I've found everything about the 11:11 platform to be simple and easy—which is exactly what you want from a managed backup solution," said Torres. *"I've never had any issues creating and managing the tenant. Everything I need is there and organized, making it very straightforward to access and manage. That's so critical for smooth operations."*

Data Net also transitioned to using 11:11 for VMware licensing, taking advantage of competitive pricing and compliance-ready infrastructure. 11:11's VMware solutions were tailored to support the company's needs for virtualization, offering high availability, scalability, and security. These solutions included advanced features like vSphere, which enables Data Net to manage virtual environments and streamline IT operations efficiently.

With 11:11, Data Net can now offer its customers the ability to run, manage, and secure applications in a common operating environment, whether on-premises or in the cloud, thereby reducing costs and complexity while ensuring that all systems remain compliant with industry standards.

Critically Compliant

Ingrained in Data Net's mission to deliver proactive IT management and eliminate downtime is a robust commitment to supporting the veteran community. It's an ideal so foundational to the company's past, present, and future identity and vision that the majority of Data Net's staff are themselves veterans of the U.S. Armed Forces.
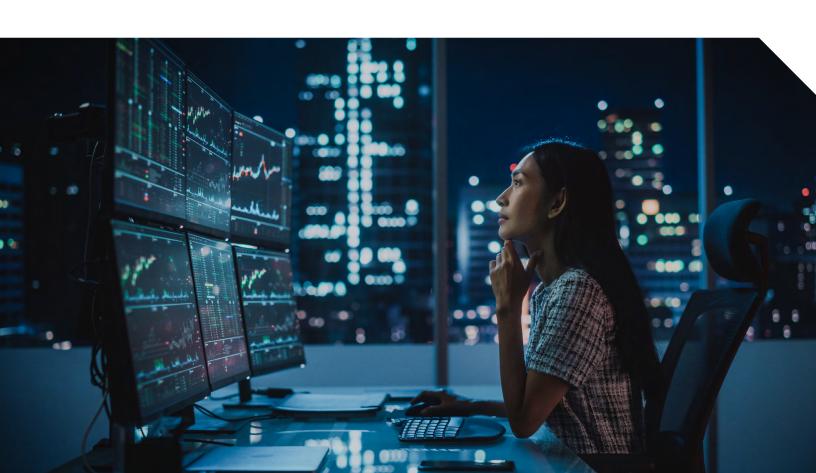
It's no surprise, then, that many of Data Net's customers also have ties to the veteran community or the military, in some form or fashion, including some Department of Defense (DoD) contractors. Of course, this presents a unique set of challenges, especially in the realm of IT where security, privacy, and compliance are paramount. In fact, it was 11:11's ability to meet Data Net's stringent compliance requirements that was the primary driver behind the initial partnership.

"Many of our customers have to follow some pretty strict guidelines regarding compliance and security. For example, NIST 800-171 was a significant one for us. Our previous solutions provider was only semi-compliant and communicated to us that they had no plans on becoming compliant. It wasn't even on their roadmap," said Leeper. "So, initially, that's what drove our transition to 11:11 Systems. We went looking specifically for a vendor who could deliver compliance, and that's how we found 11:11."

Of course, protecting client data and applications from potential threats is a top priority for both Data Net and 11:11. That is why both remain vigilant in maintaining the highest possible standards for compliance, including security credentials and certifications.

Veeam Cloud Connect also enables seamless and encrypted data transfer to a secure, offsite location, meeting stringent compliance requirements such as NIST 800-171 and GDPR. Using 11:11 Cloud Backup allows Data Net to support vital customer data recovery in an emergency, while also offering a flexible and cost-effective way to manage growing data storage needs without the burden of maintaining physical infrastructure.

"Compliance is obviously immensely important for us and our customers. But more than simply being compliant today—which 11:11 is—we also need to be able to ensure compliance tomorrow and beyond. Because standards and regulations change, we need a vendor that's going to be able to change, evolve, and meet those challenges as they occur," said Leeper. "We believe 11:11 is that type of forward-thinking organization and we have the utmost confidence working with them because of it."

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An Eye on the Future

Looking ahead, Data Net plans to expand its use of 11:11's services, particularly in the realm of disaster recovery and VMware licensing. With an aggressive growth strategy driven by new government regulations, the company and its IT leaders anticipate that 11:11 will continue to play a vital role in its compliance and IT infrastructure strategy.
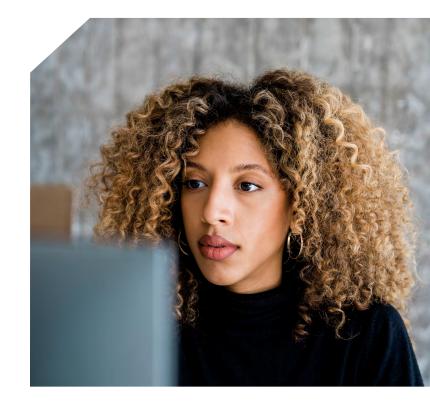
The collaboration between Data Net and 11:11 exemplifies how a well-matched vendor relationship can address critical compliance challenges and contribute to business growth. By leveraging 11:11's compliant, easy-to-use technology solutions and strong customer support, Data Net is well-positioned to continue its success within the highly regulated construction and DoD contracting sectors.

"We're hoping to significantly grow and expand our business over the next couple quarters—maybe by as much as 50-60 percent. That is one of the reasons why we were enthusiastic about partnering with 11:11 Systems," said Leeper. "We had to position ourselves correctly to promote future growth, and being able to ensure compliance was a huge piece in that puzzle.

In my experience, 11:11 has a good product and a good team. I'm excited that they will be a part of the big things still to come at Data Net."

"I've found our relationship with 11:11 Systems to be very personable, which is something we value. Thus far, all of our meetings have been very friendly and engaging. They all seem like the type of people I would want working with us in-house or on a daily basis, and I appreciate that. Having someone you can talk to and who's receptive in a timely manner is everything, especially in tech."

Michael Leeper, Chief Operating Officer (COO) at Data Net

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