

# Leupold sets sites on improved cloud visibility.

## SOLUTION: DRaaS

### Client Profile

Leupold & Stevens, Inc. is an American manufacturer of telescopic sights, red dot sights, spotting scopes, and binoculars located in Beaverton, Oregon, United States. The company, started in 1907, is family owned and has been run by five generations.

### Migration to Cloud for Maximum Visibility

Leupold & Stevens had decided to move its IT infrastructure to the cloud, and was on the search for a disaster recovery solution that would easily integrate into Zerto, which they had been using for on-premise to on-premise replication.

The IT department considered a competitor to [11:11 Systems] who provided a similar solution, however, it was more of a black box setup; the team lacked visibility into the other side, said Adam Irinaga, information security analyst and network administrator at Leupold & Stevens, Inc. Whereas [11:11] provides his IT team with their own console, and ability to log in through that side and failover. "Just the visibility into our assets on the other side, was a huge selling point," said Irinaga.

[11:11]'s strong reputation as a Zerto partner, combined with a favorable reference call, where a current [11:11] customer expressed enthusiasm about [11:11]'s DRaaS for Zerto solution, was the decision breaker, said Irinaga.

### CHALLENGES

- Need for a reliable DR solution for a small IT team
- Protect against ransomware attacks
- Seamless integration with Zerto

### SOLUTIONS

- 11:11 DRaaS for Zerto

### BENEFITS

- Ease of DR testing
- Attentive customer support
- Wide geographical footprint

### PROFILE

- Size: SMB
- Industry: Manufacturing



## THE RESILIENT CLOUD PLATFORM

"Having to talk with a tech support person every time we needed to test would have been very cumbersome and inefficient. The [11:11] Cloud Console has added tons of value for us to be able to do any testing we need to, without the assistance of anyone else."

**Adam Irinaga, Information Security Analyst and Network Administrator at Leupold & Stevens, Inc.**

### Prepared for Disruption, With More Independence

[11:11 Systems] Support Cloud Console was one of the top selling points of partnering with [11:11], mentioned Irinaga. "Just having the visibility, control, and the freedom to spin up services or spin up a test virtual machine; for example, SQL testing, makes our team's workload more manageable," said Irinaga. [11:11] eliminated the need for engaging with a support rep, each time his IT team conducted a test.

Leupold's IT team is small, unlike big corporations that have expansive IT teams to manage isolated aspects of their environment, said Irinaga. They get pulled in many different directions, and wear many hats. The IT team ultimately decided to move their infrastructure to the cloud, to eliminate the need to manage hardware. Prior to [11:11], Irinaga's team had to travel to their data center in Denver, to manually make upgrades. They also saved budget by opting for the cloud, rather than paying data center lease fees.

### Safeguarding Against Cyberthreats, Poised to Grow

The specter of cyberthreats played into Leupold's decision to move to the cloud. If the company does get hit with a virus, having checkpoints through the Zerto service and their core business critical applications having at least a secondary copy offsite, is paramount, noted Irinaga.

Moreover, he's very pleased with [11:11 Systems]' customer support and performance. [11:11] has helped his team transition from managing legacy hardware, to thinking strategically about additional ways to harness the cloud, to help them phase out managing data locally, and freeing up that time to spend elsewhere. Very consistent performance, 24 hours a day, seven days a week, 365 days a year," said Bilker. "If you're looking for a partner that can provide you with an Infrastructure as a Service (IaaS) platform that has high availability at a reasonable cost with the flexibility and ability to adapt to any of your changing business needs, [11:11] is a phenomenal choice."



## THE RESILIENT CLOUD PLATFORM



MODERNIZE



PROTECT



MANAGE

