

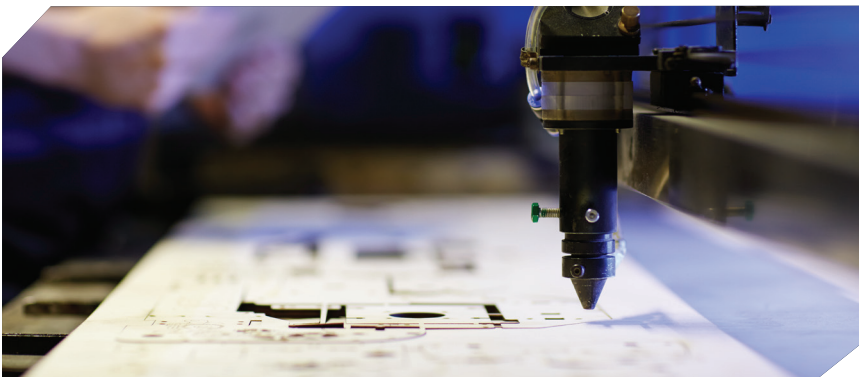
# Piab eliminates barriers to strategic IT with iland, now 11:11 Systems, cloud and disaster recovery services.

SOLUTIONS: IaaS, DRaaS

Piab is known for its innovative industrial automation solutions that transform factories by improving energy efficiency and productivity. And its IT team mirrors the company's innovative culture of driving business and getting ahead of issues by strategically adopting technologies and optimizing processes. Business is booming, and the team refuses to waste resources on procuring and managing additional hardware infrastructure. That's why Piab turned to iland, now 11:11 Systems, to manage its move to the cloud for both production and disaster recovery.

If you've ever watched an episode of How It's Made, you've probably seen Piab's solutions in action. Established in 1951, the company is a leader in industrial automation, specializing in the creation of cutting-edge vacuum solutions that improve the efficiency and working environments for many of the world's largest manufacturers. Based in Täby, Sweden, Piab is a global organization with subsidiaries and distributors in more than 50 countries.

"We have a unique product that is used for vacuum applications in industrial automation," said Greg Anderson, CIO at Piab. "Our competitive advantage from an IT perspective does not come from running servers or managing emails. It comes from the applications that run on those servers. We don't need to manage servers better than our competitors; what helps keep us ahead is refining business processes and finding tools and applications that make our users more productive. With [11:11 Systems], we can focus less on making sure things are running and more on strategic IT initiatives."



## THE RESILIENT CLOUD PLATFORM

### CHALLENGES

- Need to be able to add capacity quickly
- Lack of confidence in disaster recovery

### SOLUTIONS

- [11:11] Cloud (IaaS)
- [11:11] Disaster Recovery for Zerto

### BENEFITS

- Scale additional resources as needed
- Focus on core business strategies instead of maintaining infrastructure
- No hardware maintenance
- Speedy recovery in the event of an outage

### PROFILE

- Size: Enterprise
- Industry: Manufacturing

## PIAB CUSTOMER CASE STUDY

“The biggest benefit of moving to [11:11 Systems]’ cloud is dynamically being able to adjust our environment at any time. If we need more resources, we can scale up—and down as well if needed. Scalability is definitely one of the biggest benefits. The fact that we don’t have to maintain any sort of hardware and deal with hardware system failures makes life a lot easier.”

**Greg Anderson, CIO at Piab**

### Overcoming Challenges with Production Servers

Piab initially turned to [11:11] to improve efficiency and performance of its systems and applications. The company had been using its own servers at a colocation data center in Stockholm, but any time a hard drive failed or the IT team needed to add RAM or storage, a staff member had to physically drive to the location more than 30 minutes away. Then they had to deal with security procedures and equipment delivery in and out of the data center. Faced with the prospect of purchasing all new hardware infrastructure, Anderson took a more strategic step and tapped [11:11]’s enterprise cloud to host its entire production environment.



### Need for Disaster Recovery

Because of the trust built between [11:11 Systems] and Piab throughout the cloud hosting relationship, Piab later looked to [11:11] when the company sought to upgrade its disaster recovery solution.

Piab had been using an incumbent software solution, but it no longer met the IT team’s requirements and did not inspire confidence. For one thing, it required a lot of resources—several gigabytes per server—from the environment.

The bigger concern was that Anderson and his team weren’t sure that it would meet their recovery time objectives, and they weren’t easily able to run tests to see how it would perform in a real disaster. They realized they needed a more robust solution and turned to [11:11] to help plan and implement cloud-based disaster recovery.

“We were relieved to employ a managed solution with experts who work with the technology on a regular basis and were fully trained on it,” Anderson said. “[11:11] now manages our disaster recovery so we know we have a reliable solution in place. It gives us the bandwidth to focus on the strategic requirements of our business.”

With [11:11] Disaster Recovery Services for Zerto, Piab can run regular tests to ensure the company’s resources are protected in a real disaster and that employees will have access to the systems and data they need. Now, Piab is confident it will meet a Recovery Time Objective of four hours and a Recovery Point Objective of between five and sixty minutes, depending on the application.

“We were looking for something really simple, reliable, and familiar,” Anderson said. “The best thing about [11:11] for Zerto’s DR solution is that when we need to switch over, we’re basically just switching tunnels from one location to another. It’s really easy.”

**THE RESILIENT**  
CLOUD PLATFORM

## PIAB CUSTOMER CASE STUDY

### Why [11:11 Systems]?

Working with [11:11] freed up personnel time by removing the headaches of working with hardware. [11:11] bears the responsibility for keeping up with the latest changes in hardware and software, which are increasingly complex. Piab now has the ability to scale up or down based on need, and knows its disaster recovery systems are available and ready in an emergency.

“We use [11:11]’s enterprise cloud to run our full production environment. The solution allows us to forget about the hassles associated with maintaining a data center while at the same time providing us with a cost efficient, dynamically scalable, and reliable solution. The Cloud2Cloud Disaster Recovery-as-a-Service allows me to sleep better knowing we have a fully managed solution in place if needed. Additionally, [11:11]’s ECS portal enables us to not only see what’s going on in our cloud, but gives us the ability to control and manage our resources and costs on a global scale. We have been very pleased with the expertise and level of support we have received when needed,” said Anderson.

“We looked at multiple vendors and [11:11] was the best fit,” he said. “Everything from services to pricing pointed to [11:11]. We were able to solve our business issues with [11:11]’s services.”

### Focus on the Business

Piab’s business is providing leading vacuum technology to its customers, not worrying about whether its IT systems are able to support the business.

Since turning to [11:11], Piab is able to keep its focus where it needs to be and have the confidence to know that its IT will be ready and available.



## THE RESILIENT CLOUD PLATFORM



MODERNIZE



PROTECT



MANAGE

