

iland, now 11:11 Systems, partners with Rodericks Dental for data security and scalability for their growing business.



SOLUTIONS: BaaS, DRaaS

Client Profile

Rodericks Dental, a clinically led dental group, offers comprehensive NHS and private dental care with over 100 dental practices across England and Wales. High quality treatments and quality patient care are key to the comprehensive dental services that are offered by Rodericks Dental.

Need for Data Now

Rodericks Dental is in the business of providing superior dental services. One of the key components of operating a dental practice, is the need for all patient records, billing and other business essentials to be available at all times. Alex Snell, Head of IT at Rodericks Dental, emphasized that “we need instant recovery and retention with backup at all times.” Prior to working with iland, Rodericks initially built their own data centre. As time progressed, it became necessary to look at the security of this solution along with the amount of power that was being generated with their own data centre. Cost savings and increased security became top IT priorities. With other large cloud vendors, Alex discovered that they were paying for additional storage that they were not using as well as experiencing slow recovery times. Veeam was the on premises software provider, therefore it made sense to look for a strong Veeam cloud provider to move forward with Backup as a Service. [11:11 Systems] was 100 percent recommended with competitive pricing and more importantly, had a data centre in the UK which is critical for their dental practice. Migrating to the cloud is not the easiest thing to do, but Alex stated, “[11:11 Systems] makes it extremely easy to transition to the cloud.”



CHALLENGES

- Strict dental compliance regulations
- Reduce Capex costs
- Enable secure and reliable access to data
- Protect against increase in cyber threats and ransomware
- Scale backup for increasing amounts of data

SOLUTIONS

- [11:11] Backup for Veeam Cloud Connect
- [11:11] DRaaS for Zerto

BENEFITS

- Continuous data availability and business uptime
- Secure data with 11:11 Insider Protection
- Easy cloud migration capabilities
- Scalable solution
- No hidden fees or upcharges
- UK data centre

PROFILE

- Size: SMB
- Industry: Medical—Dental Services

RODERICK DENTAL CASE STUDY

“We were looking to make a change to remove the management of our own infrastructure. Our final decision was made on several factors, but we really were looking for a company with a similar service-oriented business. [11:11 Systems] provides very clear IaaS and DRaaS offerings and is very focused on building a solid partner relationship which met our needs. [11:11] has the expertise and talent to meet our client’s needs.” “[11:11 Systems] makes it so easy to transition to the cloud. From contracts to technical help, our sales rep has been able to pull it all together with no added complications. We now have a scalable, cost-effective solution for our future growth and look forward to continuing our partnership.

Alex Snell, Head of IT at Rodericks Dental

Confidentiality and Security Required

Cybercrime is plaguing the dental industry, so protecting patient records from loss or corruption is more critical now than ever before. Alex and his team realized that 2 Factor Authentication (2FA) support is critical when protecting their data. A previous vendor did not support 2FA so this was something that they required when looking at cloud providers. [11:11 Systems] not only provides 2FA, but offers Insider Protection. Insider Protection protects from both straightforward deletion of all backups from the Veeam console, as well as more sophisticated attacks. If an attack were to occur, Insider Protection retains an air-gapped directory allowing for data to be safely saved and transferred back when data is ready to be restored. This was something that Alex realized was critical to their business and was one of the many reasons that made the right choice for Rodericks Dental.

Prepare for the Unpredictable

Disaster recovery was not initially a priority for Alex and his team, but after working with [11:11 Systems] for BaaS, it led them to look at what they were doing for their disaster recovery plans. Public cloud is always an option for DR, but Alex recognized that with other large cloud vendors they would be paying for virtual servers that they would not be fully using. His final decision led him to the solution providing him with data replication. The need for a cost-effective and flexible disaster recovery plan was accomplished with this solution while it also provided optimized RPOs and near-zero RTOs. Alex said “that RPOs under 10 seconds has been a huge improvement for our business. We look forward to partnering more with [11:11 Systems] as we continue to grow.”

RETHINK CONNECTED



CLOUD



CONNECTIVITY



SECURITY

11:11
SYSTEMS