

An early adopter of cloud, the CSN Groep is partnering with iland, now 11:11 Systems, to deliver cloud-based disaster recovery solutions.

SOLUTIONS: BaaS, DRaaS

Focused on the Netherlands market, the CSN Groep started 20 years ago as a CAD software house and has developed from there to become a full service Systems Integrator and Managed Services provider.

With a focus on delivering value and innovation across mid-size businesses, the CSN Groep draws on their deep IT expertise to design and implement reliable disaster recovery and business continuity initiatives for their customers.

Moving Customers to the Cloud

The CSN Groep was an early adopter of cloud technology in the Netherlands, delivering their first generation IaaS solution over nine years ago. They recognized that while the need for availability was increasing all the time, there was a lack of expertise in managing IT infrastructure to maximize uptime amongst their customer base.

David Schaap, CTO at CSN Groep, explains: “Especially for disaster recovery (DR) services, our customers wanted to migrate from an IT CAPEX model to an OPEX model. New vendor-independent and multi-tenant DR technology made it possible for us to deliver such a solution in a reliable and efficient manner. We then sought a partner that could help us meet the scalable market need for business continuity services.”

Seeking a DR Partnership

The CSN Groep saw the need to offer cloud-based business continuity services from a different location than that of their IaaS services. They wanted a partner who not only had deep expertise in cloud backup and disaster recovery, but could also deliver the advanced cloud security expertise needed to meet the compliance requirements of their customers—and they found that with 11:11.

They were also impressed with 11:11’s expansion into the Netherlands region with the opening of a Secure Cloud data center in Amsterdam in 2017 to address data privacy requirements of the EU General Data Protection Regulation (GDPR).

CHALLENGES

- Needed a partner with cloud DR expertise
- Had to deliver the highest levels of availability
- Customers demand highest levels of security and compliance

SOLUTIONS

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

BENEFITS

- Leveraging the 11:11 Cloud location in the Netherlands
- Expanding their business with flexible, cost-effective DR solutions
- Meeting security and compliance needs of customers
- Focusing on IT consulting and value-add instead of infrastructure

PROFILE

- Size: Mid-Size
- Industry: MSP / SI

“Disaster Recovery and Business Continuity are huge market growth areas. The flexibility, security, availability, and ease of use of the [11:11] solutions are helping the CSN Groep take advantage of these market opportunities.”

David Schaap, CTO at CSN Groep

Security

A top priority for the CSN Groep is protecting their customers' IT systems from the ever increasing threats of cyber-attacks, viruses, and ransomware. The CSN Groep did their due diligence on the security of the [11:11] cloud platform—and were impressed with what they found. In addition to ISO 27001 and Privacy Shield certifications, [11:11] has integrated best-of-breed security technologies into their cloud platform both in the Netherlands and globally, including Trend Micro Deep Security and Hytrust encryption to ensure the highest levels of cloud security.

“We were impressed with [11:11]’s focus and expertise on cloud security,” Schaap said. “Many of our customers have to meet strict compliance requirements and, with the [11:11] cloud, they have the assurance they are failing over to a secure location and their data and apps are fully AES-256 encrypted and protected”.

A Long-Term Relationship

With the growth of cloud-based business continuity across Europe, the [11:11] and CSN Groep partnership is a strategic opportunity for both parties. And, the solid working relationship that’s been established helps CSN deliver value to their customers. Schaap comments, “I describe the [11:11] and CSN Groep partnership as a DNA match—we both have the same priorities of ensuring cloud security, availability, technological excellence, and a keen focus on customer success.”

Flexible Backup and DR Services

With customers spanning many areas including the manufacturing and public sectors, the CSN Groep strives to offer flexible and customized IT solutions. Along with cost-effective pricing structures and an open architecture, the [11:11] cloud console delivers a single pane of glass for management of all cloud resources, including DR failovers. “Our customers love the simplicity of the DR automation process—they become very excited when they see it,” Schaap said.

The [11:11] business continuity services that the CSN Groep offers their customers include:

- [11:11] Cloud Backup with Veeam Cloud Connect. Cost-effective and easy to implement and manage, this service enables CSN customers to protect valuable business data by keeping copies of virtualized applications in the [11:11] cloud.
- [11:11] Disaster-Recovery-as-a-Service for Zerto. Virtual machines are replicated at the hypervisor level to the [11:11] secure cloud and, should the worst happen, production systems can be failed over with very aggressive recovery points and times to minimize downtime and business losses.

The flexibility, easy onboarding, and management of the [11:11] DR and backup solutions mean the CSN Groep can focus on integration and providing value-added consulting and IT strategy to their customers.

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