Ambulance Amsterdam
zorg met hoofd en hart

11:11 SYSTEMS

Ambulance Amsterdam securely moves DR to the cloud.

SOLUTIONS: DRaaS

Client Profile

Ambulance Amsterdam guarantees acute ambulance care and ordered ambulance transport in the regions of Amsterdam-Amstelland, Zaanstreek-Waterland and Kennemerland (Haarlemmermeer). Their main focus is on quality of care.

No DIY Needed

Martin Salazar and his team realized that it was time to look at moving their data protection needs to the cloud. Ambulance Amsterdam's DR infrastructure was getting old and it was time to replace the environment. DRaaS seemed like the perfect solution to eliminate the cost, ongoing maintenance and cumbersome RFP process for their infrastructure. Having worked with Veeam, it was critical to find a cloud partner that would be compatible and allow for a smooth transition. Performing an internet search, Martin Salazar discovered [11:11], an award winning Veeam partner, and knew that it would be a good fit for their needs. Not only did the [11:11] sales representative provide the right solution, but more importantly, [11:11] was able to meet the most important requirement for ISO and HIPAA certifications.

CHALLENGES
· Aging infrastructure
· Technical issues due to outdated equipment
· Security concerns with multiple recovery locations
· Need for easy cloud implementation

SOLUTIONS
· 11:11 DRaaS for Veeam

BENEFITS
· ISO and HIPAA certifications for compliance requirements
· In-country data center
· Ease of implementation
· Flexibility for future growth
· Storage agnostic
· No hidden fees or upcharges

PROFILE
· Size: SMB
· Industry: Healthcare

RETHINK CONNECTED

> "[11:11 Systems] allows us to focus on our business rather than on our IT infrastructure and we are not just a number to [11:11], but rather a true partner. It just works and I trust it."

Martin Salazar, System Administrator at Ambulance Amsterdam

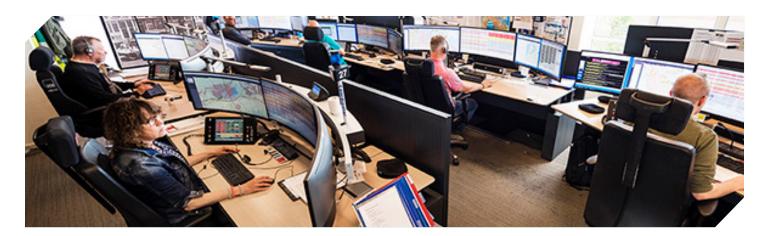## Building a Partnership for the Future

During his search for the right DRaaS solution, Martin did not feel as though [11:11] was putting too much pressure on him about his choice. He felt as though [11:11] was building the relationship and providing him with answers to what was most important to him about selecting the best DRaaS partner. The path to picking the winner was focused on the following requirements:

- ISO compliance
- HIPAA compliance
- Compatible with Veeam
- Support level - 24x7
- Storage agnostic solution
- In-country data center
- Cost effective pricing with pay as you go
- Reputation and history in the DR business

[11:11 Systems] was able to meet all of these and more. Martin could tell right away that [11:11] was going to provide him with quality solutions along with the right amount of support to build a long-standing partnership.

Need for Continuous Data Availability

Disaster recovery is an organization's method of regaining access and functionality to its IT infrastructure and data after events like a natural disaster, cyber attack, or even business disruptions related to the COVID-19 pandemic. 2020 has been an unusual year for just about everyone and Ambulance Amsterdam has felt the need to provide assistance more than ever. Martin stated that they have been extremely busy during this pandemic and are currently preparing for a second wave. Data is critical for their business and they need to be able to access it at all times and more so than ever during a pandemic. The support staff at [11:11] has been there to analyze and understand what Martin and team were trying to accomplish, and then work to come up with an effective solution. [11:11] has provided the right amount of support while giving Ambulance Amsterdam peace of mind during an incredibly difficult time.

RETHINK CONNECTED

CLOUD   CONNECTIVITY   SECURITY

11:11
SYSTEMS

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