

Hempfield Tech Selects US Signal and Veeam for Seamless Virtual Machine Deployment and Secure Offsite Backup and Recovery

EXECUTIVE SUMMARY

Customer:

Hempfield Tech

Location:

Lancaster, Pennsylvania

Industry:

Managed IT and technology services for SMBs

US Signal and Veeam Services

- + Cloud Backup for Veeam

Results

- + Seamless back up of virtual machines and data to an offsite US Signal data center using Cloud Backup for Veeam
- + Rapid cloud-based data recovery from a single Veeam backup console in the event of a disaster
- + No additional Veeam software licensing fees required
- + Access to a fully remote, platform for centralized management of disparate Veeam Backup and Recovery servers
- + 24/7/365 technical support direct from US Signal and Veeam
- + End-to-end data security, whether at rest or in transit
- + HIPAA and PCI compliant

About the Customer

Hempfield Tech provides a range of managed services, including outsourced IT system administration, server and device virtualization, VPNs, and remote access. It also offers compliance services for pharmacy and healthcare companies and the state's CBD and hemp industry.

Overview

Founded in 2015, Pennsylvania-based Hempfield Tech is a managed service provider (MSP) serving small and medium organizations. As a three-person operation, Hempfield Tech had limited resources, but the company's client roster and service offerings were expanding. Finding a new seamless solution to deploy, manage, back up, and recover the virtual machines used by Hempfield Tech's customers was critical.



The Situation

Hempfield Tech used to rely on a local software vendor called StorageCraft to deploy, backup, and recover its virtual machines. StorageCraft was sold several years ago, and Hempfield Tech noticed a steady decline in service standards, culminating with an inability to supply Hempfield Tech with its preferred choice of software licensing.

As a result, Hempfield Tech decided to migrate to Veeam. The decision was easy as Veeam is a recognized leader in software backup, disaster recovery, and intelligent data management software for virtual, physical, and multi-cloud infrastructures. Hempfield Tech then began the search for a cloud and data center provider that had the ability to handle the day-to-day operations of managing the backend infrastructure to free up its small team to focus on client-facing services.

US Signal came highly recommended and had the significant advantage of being an official Veeam Cloud & Service Provider.

The US Signal and Veeam Solution

The close partnership between Veeam and US Signal makes it easy for Hempfield Tech to manage the new virtual machines. Leveraging US Signal's Cloud Backup for Veeam service, Hempfield Tech can quickly and securely back up its virtual machines and all the accompanying data. Should the worst happen, the organization can carry out a remote restore to an offsite US Signal data center—all directly from the Veeam backup console. This means there is no need for additional third-party software or complex management systems.

US Signal provides Hempfield Tech with end-to-end encryption of its Veeam-related data—whether in-flight or at rest. This provides an extra level of comfort and security when backing up virtual machines to the US Signal cloud. This is vital in all sectors but critical to Hempfield Tech's health and pharmaceutical sector clients.

US Signal was able to offer even further peace of mind to Hempfield Tech by guaranteeing 100% storage infrastructure reliability through rigorously enforced service level agreements. Furthermore, US Signal's Cloud Backup for Veeam service is audited against HIPAA and PCI security standards. This helps Hempfield Tech maintain compliance with key national and global data protection laws with minimal effort.



“Veeam technology, in combination with US Signal’s tightly integrated remote backup and recovery solution, is fantastic,” explained Doug Murray of Hempfield Tech. “US Signal’s Cloud Backup for Veeam service deployment gives us a complete data protection solution with all the benefits of US Signal’s infrastructure, plus there’s no additional licensing fees—something that’s usually associated with this kind of solution. I trust the Veeam and US Signal solution far more than the one we used to use.”

“US Signal’s unique approach means we only pay for the storage we’re consuming,” concluded Murray. “Competing data center providers have high fixed storage pool costs. For a small organization like us, that means we would be paying an awful lot for not much usage. US Signal flipped that model on its head, delivering exceptional value and a proposition that’s much more in line with SME-sized IT budgets. Nobody else even comes close to offering that—and it was an absolute deal clincher for us.”

Business Results

Opting for US Signal’s Cloud Backup for Veeam service also eliminated the cost and complexity of building a bespoke offsite infrastructure to store Veeam backups. This would have been a massive undertaking for any organization, but prohibitively expensive for a small operation such as Hempfield Tech. By contrast, in the short time that Hempfield Tech has worked with Veeam and US Signal, the company has already made significant savings and seen a much higher ROI than anticipated.



ABOUT US SIGNAL

US Signal is a leading data center provider, offering connectivity, cloud hosting, data protection, and disaster recovery services — all powered by its wholly owned and operated, robust fiber network, US Signal also helps customers optimize their IT resources through the provision of managed and professional services.

201 IONIA AVE SW, GRAND RAPIDS, MI 49503 / USSIGNAL.COM / 866.2.SIGNAL