

## iland, now 11:11 Systems, and NordOps partner together to provide DRaaS and IaaS.

SOLUTION: DRaaS, IaaS

### Client Profile

NORDOPS is a Managed Service Provider (MSP) which provides premium, enterprise-class IT services to wholesale distributors of any size running Epicor's Eclipse ERP software platform. Founded in 2016, it now serves over 200 customers across the US and Canada, growing rapidly year-over-year.

### Perfect Pairing

With years of experience in IT architecture at Epicor, Oliver Aaltonen, one of the co-founders and owners of NordOps, knew there was an underserved market of wholesale distributors running Epicor's Eclipse ERP software platform. Their access to enterprise-class, premium services IT like Infrastructure, Disaster Recovery and Backup were lacking.

Aaltonen and his team created NordOps to step in and fill this void, partnering with [11:11] to provide the expertise, infrastructure and solutions they needed, like [11:11] Secure DRaaS with Zerto.



### CHALLENGES

- Ready customer base with a clear need
- The cost in time and money to build their own solutions
- Lacking in name recognition and expertise in the DR space

### SOLUTIONS

- 11:11 DRaaS for Zerto
- 11:11 Cloud - IaaS

### BENEFITS

- [11:11] does what it does best, allowing NordOps to do what it does best
- NordOps customers with small IT budgets and big needs get cost-effective service
- Painless and easy cloud migration services
- Expert and patient technical support team
- Flexible and scalable solution
- Secure and fully accessible data
- No hidden fees or upcharges

### PROFILE

- Size: MSP
- Industry: IT Infrastructure

# NORDOPS CASE STUDY

“We started NordOps in 2016 and have been partnering with [11:11] since day one. From the start, we knew we wanted a reliable partner who could handle the infrastructure and provide our customers with top tier investment and expertise. [11:11] was always a natural fit to help launch our business.”

**Oliver Aaltonen, Co-founder, Owner at NordOps**

## Small Budgets, Big Needs

Although a majority of NordOps customers are large in terms of revenue, how they approach their IT budget is anything but.

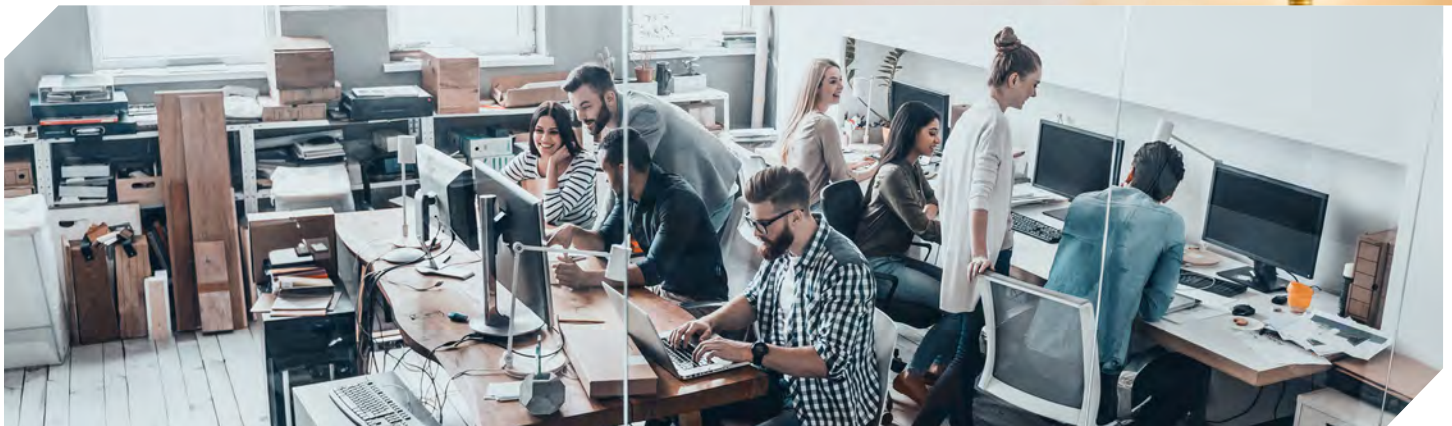
“Some of our customers, with the type of business they’re in, have limited IT understanding and therefore limited resources for their budget,” said Aaltonen.

“So we wanted an offering that could deliver on what they want — which is zero data loss in their price range.” [11:11] Secure DRaaS with Zerto was the perfect pairing, fully compatible with Epicor’s Eclipse ERP software while also remaining cost effective. The explosion of ransomware and cybercrime has also prompted many companies using the ERP software to investigate solutions like real-time Disaster Recovery or, at the very least, more reliable backups. Some have come to NordOps looking for increased security after suffering a ransomware attack. Fortunately, says Aaltonen, none of his customers running [11:11] Secure DRaaS with Zerto have been negatively impacted by ransomware.

## Since Day One

Aaltonen and NordOps have been partnering with [11:11] since the very beginning of the company’s launch in 2016. Starting with zero customers to a thriving business of over 200, NordOps is thriving, providing its niche customers with greatly-needed IT solutions.

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