

# Providing Protection and Piece of Mind to Education and SMB Customers

Partner Success Story | Integrity Network Solutions



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### Solution Highlights

Industry | Technology Provider

#### Protected Platforms:

- Windows Active Directory
- Physical Windows Servers
- Virtualized Windows Servers
- Citrix Servers

#### Solution

- Unitrends Recovery Series
- Unitrends Backup

#### Benefits

- Ransomware Protection
- Protection against accidental deletes
- Full disaster recovery capabilities

### Partner Profile

Integrity Network Solutions is an IT provider based in Lebanon, IN whose aim is “great service at a good price” delivered by true professionals to public sector and commercial organizations. Integrity’s holistic approach to their customers’ environments ensures the design and recommendation of complete solutions that integrate seamlessly with existing, or newly configured data centers. With customers as diverse as excavating companies, public schools and small manufacturers, Integrity needed a trustworthy backup and business continuity solution that would allow their customers to recover lost files, deal with ransomware and protect data without requiring an advanced IT degree.

### The Challenge

“Prior to selecting Unitrends Recovery Series Backup Appliance we used a software solution, which we then installed on other manufacturers’ hardware. We constantly fought issues with drivers and/or software updates, and firmware revisions.” said Richard Barker, CEO and President of Integrated Network Solutions. “Prior to introducing them to Unitrends, our previous kludgy solution meant that backup schedules and rotations were often neglected by many of our clients. Before our many favourable experiences with Unitrends, our backup solutions consisted of unreliable backup to disk and/or tape.”



Unitrends is the best backup solution we have ever worked with.

**Richard Barker**  
President  
Integrity Network Solutions



### The Solution

“Unitrends produces, supports, and even monitors both the hardware and software sides of the equation. Unitrends hardware and software-based appliances revolutionized our conversations with our customers about backup and disaster recovery. We eliminated the pain of missed backups using Unitrends. Unitrends allows us to have confidence not only in our backups but our ability to retrieve that backup and restore it quickly and accurately.” said Barker. Integrity also uses Unitrends Forever Cloud for offsite file retention to support customers with only a single location.

### The Results

“Having a backup solution that is trustworthy makes the difference between inconvenience and tragedy. Today, we support many customer environments, which now include Unitrends. Many times we have been able to “save the day” from data corruption, accidental deletion, virus infections, or ransomware attacks. One of the ransomware attacks was completely mitigated by our customers’ ability to re-image machines, and restore data backed up prior to the attack.” reported Barker. “Unitrends provides a backup and DR solution that provides quick, reliable, secure access to critical data and systems, which gives us peace of mind and assurance in the most stressful times. Unitrends is that best backup solution we have ever worked with. We can now support more customers, more reliably with less cost. The result is greater profitability for our business.”



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