

The future of data security.



ABOUT: CASESTUDY FENZI
DATE: 22-11-2024
VERSION: 1.1

More than a supplier: the partnership between FENZI AGT and IMMUTEC

A small team with a big challenge

When Frans Kluijtmans started as IT Lead Global Infrastructure at Fenzi, he faced a complex challenge. The contract for the existing backup solution was expiring, and on top of that there was no suitable disaster recovery solution in place.

"The continuity of our operations was at risk," noted Frans. "Our team was already busy managing the outdated environment and the complex OT infrastructure. The required expertise in data protection and disaster recovery was lacking, and such knowledge is hard to find nowadays. This made it essential to find a flexible and scalable solution that would ensure data security and continuity without additional operational burden."

The choice for IMMUTEC: maximum value, minimal expenses

During the quotation process, it became clear that traditional providers were demanding higher costs for a less flexible solution. The initial quote from IMMUTEC appeared more expensive because it was fully transparent about the necessary hours and work, which were often hidden by competitors.

"However, when we included all costs and internal efforts in the comparison, IMMUTEC ultimately turned out to be the most cost-effective and complete solution," said Frans. "The flexibility and customization that IMMUTEC provided were decisive even before the implementation."



"With the backup and disaster recovery solution, the company could reduce risks and meet the highest security standards while also achieving significant cost savings."

Full managed

IMMUTEC provided a fully managed service with advanced security options such as ransomware detection, immutable airgapped backup, and disaster recovery. This allowed Fenzi to rely on solid data protection without the IT team needing to spend time on daily checks and maintenance. In case of emergencies, the proxy server ensures a quick full restore with disaster recovery.

"With IMMUTEC, we get more for less money," says Frans. "The solution offered everything we needed and made it easy to adapt to changing requirements. Additionally, the competition did not have the ransomware detection services that provide that extra layer of protection."

"Relieving us from worries is a very important aspect. We don't have to wonder whether it's working correctly; we know it works, and we can see it working. IMMUTEC comes, solves the issue, and it's done. We don't have to worry about it, and that makes a huge difference."

Flexibility and customization as decisive factors

IMMUTEC's solution integrated seamlessly with Fenzi's existing infrastructure after a thorough analysis. Where necessary, IMMUTEC performed the required upgrades and adjustments. Even with unrelated issues that arose during the process, IMMUTEC provided support wherever possible.

"The fact that we didn't have to change our network settings and that everything remained as it was saved us time and costs," Frans explained. A crucial factor was the ability to launch services at different locations in case of an incident, thanks to the combination with a proxy server. "The proxy was essential, especially since we work with old applications in production that are very specific about their storage locations," Frans explained.

"The collaboration with IMMUTEC feels like a partnership rather than just a supplier relationship. We can always count on them, and they go the extra mile to help us,"

Efficiency and Cost Savings as a Result

The new solution provided significant savings on monthly costs and improved efficiency by automating routine tasks.

"We are now saving significantly on time and resources because we no longer have to manually check the backups," notes Frans. The system gave Fenzi the ability to quickly restore data when needed, without long waiting times. "It is important that data recovery does not take days. IMMUTEC's solutions and services enable us to respond quickly," he added.

About IMMUTEC

IMMUTEC specializes in data protection and cybersecurity with a focus on simplicity and reliability. With over 20 years of experience, IMMUTEC offers solutions that work both reactively and proactively to protect your data and ensure the continuity of your business. The IMMUTEC Data Protection & Cybersecurity Platform ensures that your data is always safe and available, without the need to invest in hardware, software, or in-house expertise. Whether it concerns backup, ransomware protection, or custom solutions, IMMUTEC provides complete data protection without hassle.

With solutions that meet the highest standards and regulations, such as NIS2 and ISO certifications, combined with a guaranteed data recovery rate of 99.99%, IMMUTEC enables organizations to continue operating even during emergencies. This approach gives customers like Fenzi the assurance that their critical data is always protected.

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