Keystone

TECHNOLOGY CONSULTANTS

CASE STUDY

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> "
> I was expecting to be down for weeks, but it never happened. There was no down time. Everything kept flowing and improving. Changing to Keystone was the best move I ever made. No regrets, they're fantastic!
> "
>
> *Vera Hall*
> *President*
> *Halls Exclusive Courier*

Keystone's Backup & Disaster Recovery Service Enables Delivery Company to Focus on Business Growth and Efficiencies

Business Challenge

Halls Exclusive Courier is a family owned company located in Akron, OH. Since 1988, Vera and David Hall have provided customized and personalized delivery services to many of Akron's best known brands. What began as two employees and two routes has now grown to almost twenty. Vera can proudly share that she has never once solicited business; their growth has been strictly organic and word of mouth referrals.

The nature of her business requires Vera to frequently produce documentation from completed deliveries. As a result of frequent downtime, hardware failures, and numerous losses of critical stored data, she was forced to keep years of paper files and spend countless hours each week maintaining paper backups to remain compliant. This diverted her focus from critical company initiatives and her role as President.

Solution

Halls Exclusive Courier partnered with Keystone to become their IT team and manage their technology needs, including Offsite Backup & Disaster Recovery with monitoring.

Results

Keystone's management solution provided certified experts to design a technology platform with multiple points of redundancy which ensures key data will never be lost, is secure, and can be restored quickly. In fact, should her onsite server ever fail, Halls can continue logistics operations via Keystone's Level 3 Data Center. As a result, Vera estimates she has gained three extra days a week to focus on additional growth and efficiencies. And, she is confident that she can respond to an audit with verifiable data.

Benefits

OBJECTIVE	BENEFIT ACHIEVED
Restore Confidence During Audits	*Paper files have been scanned into the system and are now stored electronically in multiple, secure sites for quick access.*
Provide World Class Data Security	*A formal security plan that includes business continuity and disaster recovery and critical device offsite backups.*
Allow Executive to Change Focus	*IT is removed as a concern. In fact, discussions have changed to how technology can strategically help growth.*
Strategy & Process Efficiencies	*An increased confidence and comfort level knowing that a team of certified technology experts is now a partner.*