

ACCUMULATION TECHNOLOGIES

A HIPAA Compliant Hybrid Cloud Case Study

THE PROBLEM

As part of their previous IT strategy, AccumTech had housed and managed their own servers. But due to their fast growth rate, AccumTech realized they needed a high-availability architecture that their current setup couldn't provide. According to Andrew Madonna, Vice President of AccumTech, they were looking for a hosting provider who thoroughly understood their security and

HIPAA compliance needs and could quickly adapt with the company. They also specifically needed offsite, reliable disaster recovery and backup locations.

AccumTech was impressed with OTAVA's enterprise-class data centers and culture of compliance, and decided to move forward immediately.

“Finding OTAVA saved us quite a bit of time and was the right thing to do,” he said. “We knew we wanted to get out of the hardware business and back to the business we're good at.” Andrew Madonna, Vice President of AccumTech

THE SOLUTION



OTAVA built a high-availability hybrid environment consisting of their Virtual Private Cloud and AccumTech's collocated environment in OTAVA's Mid-Michigan data center. The scalability and performance of the cloud, combined with high-availability collocation was exactly what AccumTech was looking for to serve their current needs while allowing for rapid future growth. Their collocation also included OTManage and OTMonitor, services that OTAVA provides to clients to help alleviate the time and stress that comes with self-maintained infrastructure.



“They’ve helped us with everything from basic things like driver maintenance all the way up to troubleshooting services so we can preserve our billing integrity.” Andrew Madonna, Vice President of AccumTech

“We’ve actually utilized the team in Mid-Michigan quite a bit,” Madonna said. “They’ve helped us with everything from basic things like driver maintenance all the way up to troubleshooting services so we can preserve our billing integrity. That’s been a great relationship for us.”

Madonna was also pleased that OTAVA stresses security and compliance such as HIPAA, PCI and SOC 2 as seriously as his company does.

“Finding a cloud provider who can properly handle HIPAA and confidentiality requirements was tricky for us, because the cloud has not been well addressed by the Health and Human Services department,” he said. “We were very adamant that whatever vendor we brought in, needed to take security and protection very seriously. AccumTech also added OTAVA’s data protection services



“OTAVA overdoes it in credentials, and they overdo it with maintaining best-in-class secure and stable environments. They really drew us to the type of vendor we wanted to work with.”

to manage their disaster recovery, archive their data backup snapshots, and handle data clearance. OTAVA’s Disaster Recovery as a Service (DRaaS) is a fully managed solution that offers an RPO of one hour or less without sacrificing performance or security. Data Protection as a Service (DPaaS) provides secure long-term data archival that’s easily retrievable for compliance purposes. Together, these services give AccumTech a complete business continuity solution with peace of mind knowing their systems are safe and compliant in the event of an emergency.



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OTAVA is the Midwest’s leader in secure, compliant hybrid cloud, colocation, disaster recovery and offsite backup services. The company’s network of five data centers protect mission critical applications to ensure they are always available, secure and comply with government and industry regulations. Backed by independent HIPAA, PCI, SSAE 16, EU-US Privacy Shield, and SOC 2 audits, OTAVA delivers exceptional experiences for companies in need of a strategic hosting partner.