Your Eye in the Sky

The safe deposit box.

Not too long ago, when we thought of securing something of value we imagined a big bank with lots of silver boxes behind bars and an armed guard. When we wanted to access those important papers, legal documents, perhaps grandma's pearls, we simply produced identification and were escorted to their location. Whether we needed something specific or simply wanted to hold them in our hands, confirming their existence.

Today, so much of what is valuable for the individual and corporation, is information. Financial transactions, personal identity documents, proprietary business practices, intellectual property, and passwords are just a small part of the vast updraft of information which no longer resides on hard drives in boxes under computer desks but somewhere in the cloud. For companies that want to take advantage of all the new benefits but must also hold to an ever-increasing standard of security and compliance standards, picking the right "bank" matters more than ever.

3z.net, founded in 1992, has been around long enough to not only see how information technologies have changed our world but to play a part in helping companies stay on the cutting edge of available innovations. Even if that's the edge of a cloud. And in doing so, has helped a wide variety of customers to be safe, compliant, and productive.

With their long-standing commitment to solve problems and not simply sell products, they are willing to compute outside the proverbial box. They strive to offer their partners high performance with a personal touch, expertise with flexibility. Think "big-box store" selection married with a "mom and pop shop" connection.

Eric Vail, founder and CEO, emphasizes the lost art of listening when it comes to transforming prospective clients into partners.

"We spend a lot of time listening to really understand the needs of the businesses we work with. Often we'll sit down and folks will ask, 'What products can you offer us?'. Taking a step back and asking them who they are and what they need helps us find the right blend of products and services for them. Our goal is to sit on the same side

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>
> – Eric Vail, founder and CEO

of the table with our clients not across the table."

With many joining the rush to the cloud, there are a growing number of companies that offer cloud management services. But just as the cloud cover thickens, the ability to comply to emerging standards of security heightens as well. There is also a whole host of Internet service providers but not as many strategic service providers. 3z has positioned itself to be a part of this new, rarified channel.

"Even the concept of a strategic service provider is relatively new," Vail confirmed. "But it actually describes something we've been doing for quite some time already. For companies that need to be able to prove where given data may be at any one time, this next level of management is essential."

With compliance regulations like the SSAE 16 SOC 2 (an enhancement of SAS70) set forth by the AICPA (American Institute of Certified Public Accountants), having a committed group of technicians, designers, and developers walking with you through the whole process makes all the difference. When things are going smoothly and especially when they aren't.

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In addition to maintaining partnerships and technical certifications with industry leaders like Microsoft, VMWare, Nimble Storage, Citrix Systems, Cisco, and Liebert, 3z has built a strategic Alliance with Vigilant® CyberDNA Services for comprehensive, "always on" threat management and cyber-attack monitoring. Instead of testing security at a limited point in time, they are scanning for threats 24-7 in real time. With this kind of proactive security built into the foundation of their data center, 3z differentiates themselves from the mass of merely reactive systems.

Their dedication to provide maximum performance and uptime becomes even more apparent looking at their investment in facilities and hardware. Security biometrics, network and power redundancies, non-invasive fire suppression and upper-tier environmental controls, illustrate their willingness to protect with a purpose.

When combined with their decades of cumulative knowledge and experience, the building plus the brains, it's clear why so many have linked and learned with the team at 3z. Visionary geeks with their heads in the clouds but their feet firmly planted on the ground.

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