

Background information

Lattice Communications, headquartered in Fairfax, Iowa, is an international telecommunications equipment service and supply company. The company sells telecommunications power systems, communication towers, telecom enclosures, and other telecommunication equipment to SMBs and enterprises. Lattice Communications's customers use the systems to build telecommunications system infrastructure.

Lattice Communications's customers are the key to the company's on-going technology innovation. Whether it's a small company purchasing stock telecommunication backup equipment for their telecommunications power system or large multinational seeking customized, multi-faceted solutions for the expansion of their interstate telecommunications network infrastructure, every project provides Lattice Communications the opportunity to hone its skills and experience. That knowledge and innovation is put to use with future customers through the implementation of new state-of-the-art telecommunications system infrastructure solutions.



Challenges

The management team at Lattice Communications required a reliable file syncing service that would allow its remote technicians to share images among project managers at various work sites. The key features of this part of the solution were local storage, secure transmissions, and ease-of-use.

The Solution

After reviewing several alternatives, Lattice Communications chose FileCloud by Tonido. Implementation of the FileCloud solution has enabled Lattice Communications's remote technicians to drop files into a folder so the company's project managers can have direct access to them in near real time. It was vitally important for Lattice Communications that all of its files were located on company servers, not a third party service. An additional benefit of FileCloud Mobile was field personnel having the ability to securely send images directly from smartphones.

Lattice Communications's management team and end users have found FileCloud to be easy-to-use, secure, and there is confidence that company data is safe because it is stored directly on company servers. FileCloud's new Endpoint backup feature was also used to schedule backups of client computers. These FileCloud features replace Lattice Communications's need for third-party backup solutions like Carbonite, saving the company additional money.

The price difference between DropBox Pro or Enterprise and the FileCloud licenses was also a significant part of the decision making process.



The key features of our ideal product were local storage, secure transmissions, and ease of use. FileCloud addressed everything we really needed and also replaced our need for a third-party backup solution like Carbonite to save even more money!

Don Boutwell
Junior Systems Administrator

Benefits

- + **Secure Access** for employees within the corporate network for data integrity
- + **File Sync and Endpoint backup** in one solution
- + **Data backup** ensuring protection of company intellectual content
- + **Version control** so that all documents and stored data is accurate and current
- + **Keep control of data** within the corporate cloud versus outsourced cloud data center management
- + File Cloud customers **save over 70%** against competitor solutions