

# Easy to Use, Easy to Sell.

**“Datto delivers a uniform solution that is easy to sell to our customers.”**

Jay Strickland,  
CEO  
WingSwept

WingSwept is an IT consulting company based in Garner, North Carolina. WingSwept has developed a loyal customer base, in part from providing full-service support and customized, secure solutions. Its current CEO Jay Strickland founded WingSwept in 2000.

In Jay's search for a new backup, disaster recovery (BDR) and business continuity solution he had very specific needs, including; must offer both local and off-site virtualization for intelligent business continuity, screenshot verification, multiple data centers in case of regional disaster, a uniform solution that can be applied to all WingSwept's managed services customers, and a simple pricing structure. Datto SIRIS met all the requirements.

One of WingSwept's many valued customers is in the construction industry. WingSwept had recently gained this customer and wanted to ensure a successful relationship. Soon after the relationship started the construction company experienced two server failures that involved time intensive restorations, and revenue-draining downtime. Following the server failures, and company downtime, WingSwept was easily able to sell Datto SIRIS to the company. Soon after Datto SIRIS was installed, the company experienced yet a third server crash (within three days of the replacement's installation!). But with Datto SIRIS in place, WingSwept could virtualize the server locally, restore the server, and keep the construction company working.

In the construction business it's imperative to have access to orders, client information, plans, billing, regulations, contractors, suppliers, and much more. Not having access to their data could easily affect the bottom line.

### Challenge

WingSwept had very specific needs in finding a new BDR vendor. Previous vendors they worked with did not deliver a uniform solution with a simple pricing structure. In addition they wanted a solution with both local and off-site virtualization and multiple data centers.

### Solution

When WingSwept CEO Jay Strickland learned about Datto at industry event he knew it would solve many of his clients inevitable data disasters. And, that he could easily sell the solution to his client.

### Outcome

With Datto SIRIS in place WingSwept is truly seen as a trusted and effective managed service provider to their clients.

With Datto SIRIS, the client trusts WingSwept with its technology solutions, knowing they will keep them up and running. A construction company certainly knows that an infrastructure is no good if it's not secure and operational.

It's important to their customers that WingSwept is on top of the latest technologies and solutions. As such, they take advantage of many learning opportunities throughout the year, and learned about Datto by attending a Datto presentation at an industry event. Learning about, and implementing Datto, helped solidify this important client relationship for WingSwept.

Call Datto today, to learn how you can solidify the relationships with your customers, and give them peace of mind with intelligent business continuity.

Datto Inc. is an award-winning vendor of backup, disaster recovery (BDR) and Intelligent Business Continuity (IBC) solutions, providing best-in-class technology and support to its 5,000+ channel Partners throughout North America and Europe. Datto is the only hybrid-cloud BDR/IBC vendor that provides instant on- and off-site virtualization, and screenshot backup verification, serving the needs of small to medium-sized businesses.

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**Company Name**  
WingSwept

**Industries Served**  
Financial, Healthcare, Government, Agriculture, and Professional Services

**Headquarters**  
Garner, North Carolina

**Annual Growth Rate**  
10%-20%

**Website**  
[www.wingswept.com](http://www.wingswept.com)

