



Terranova Corporation

Founded in 1980, Terranova has become one of the largest Florida commercial real estate advisory firms. The company provides a complete array of services, including asset management, strategic planning, budget analysis, leasing, property management, tenant representation, demographic analysis, dispositions, financing, development, construction management and due diligence. Investors, lenders and tenants alike rely on Terranova's high standards of integrity and performance.

With nearly one hundred full time professionals, Terranova serves as exclusive agents for over \$1.0 billion worth of commercial projects throughout Florida.

Products used in this solution:

Hardware

- Dell Servers
- Watchguard Firewalls

Software

- Microsoft Exchange
- Microsoft SQL Server
- Double Take (Replication Software)
- Citrix XenApp

BUSINESS NEEDS

Being a one-person IT department, Terranova's resources are limited. They wanted to improve efficiency; they had situations where employees accidentally lost data. As a result, many hours and sometimes days were lost to recapture information. More specifically, they needed to build a disaster recovery center, just in case their South Florida office was affected by a hurricane or other major catastrophe.

SOLUTION

LAN Infotech's solution was to deploy a disaster recovery center in our Tennessee office and duplicate a set of servers and create a connection between each office. Should Terranova ever have a problem in South Florida, they can now connect to the Internet from anywhere and function directly and immediately from their Tennessee office.

BENEFITS

The whole process took only about a month, including many planning meetings. The entire project ran very smoothly across the entire installation and deployment. On this specific project, LAN Infotech's engineers completed,

1. The configuration
2. Tested the system
3. Deployed the network in Tennessee
4. Connected the network in Miami

Should Terranova be without power, they now know that they could be up and running in the alternative location in about an hour. This would be compared to days, if not weeks, had they not deployed this new system.



By having access to LAN Infotech and their team of engineers, we increased the size of our IT Department and they are now our back-up to provide guidance and resource to complete the larger projects.

This project would not have been completed without the excellent support of LAN Infotech.

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