



# Case Study

## DELIVERING PROACTIVE AND RESPONSIVE IT SUPPORT TO LOEB PARTNERS CORPORATION





# Case Study - Loeb Partners

# LOEB

For many years Krantz Secure Technologies has provided exceptional IT solutions for Loeb Partners Corporation by ensuring their technology is secure and future proofed with advanced business continuity and disaster recovery plans.

Founded in 1931, Loeb Partners Corporation is a privately held independent investment banking enterprise on Wall Street. Loeb's businesses are composed of private equity investments through its parent entity, and investment banking services through its investment banking division.

Loeb is a small company managing lots of real time trade challenges. Loeb's Bruce Lev states, "IT is hugely important to us – all our information is received through technology. Our systems must be running 24/7 and consistently backed up with disaster recovery solutions because we're constantly trading and need to be on top of what's happening."

## Krantz was the clear choice

Loeb had previously relied on an in-house IT employee. However, as technology and their needs changed, Loeb decided that they required more intensive and responsive IT support. Lev notes, "We came to a realization that we needed an outsourced organization to offer a much broader, more all-encompassing kind of IT support and strategy. After interviewing a few firms, Krantz was the clear choice for what we needed service-wise and we partnered with them."



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## **The Situation:** Wall Street investment banking enterprise requires 24/7 IT service partner

Krantz has been providing Loeb with exceptional IT solutions for many years. As a registered SEC member Loeb requires high levels of security and flawless business continuity. Krantz has kept Loeb's network fully updated, including transitioning them to a virtual network several years ago, and moving their business twice without any downtime. Krantz maintains Loeb's disaster recovery hot site and conducts regular disaster recovery and vulnerability studies to ensure that Loeb will suffer no costly break in their services in the event of any emergency situation.

Krantz has been providing exceptional IT solutions.



## **The Solution:** Relying on Krantz for safe, secure and uninterrupted IT service

Krantz manages all of Loeb's technology needs so they don't have to worry about them. Lev explains, "We have a full-time Krantz tech on-site all day and then they have a sophisticated customer service desk that helps after-hours. They're monitoring constantly, 24/7, sometimes recognizing and taking care of potential problems before we even know about them. They have systems in place to be consistently proactive, responsive and reliable."



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Krantz continues to provide Loeb with comprehensive services they can depend on, such as:

**Business Continuity and Disaster Recovery Planning** – Krantz provides automated backups and hot site management to ensure immediate recovery in the event of any emergency.

**Cost-Effective IT Budget Management** – Krantz cost-effectively manages Loeb's IT budget while keeping their critical IT infrastructure up to date.

**Fully Managed Proactive IT Support** – Keeps the client's business operating at peak performance levels.

Loeb recommends Krantz to business owners for a variety of reasons, including their cost-effective and timely service. Lev says, "The bottom line is Krantz is extremely competent, proactive and responsive while still keeping things affordable for our small organization. They work to provide optimal value while working to stay inside our budgets consistently." He continues, "They know their stuff, they're ethical, and they provide the exact kind of responsive support we need."

**Bottom line, Krantz is extremely competent.**

Krantz Secure Technologies proactively detects and resolves issues before they happen in order to maintain the very highest quality of IT operations for Loeb Partners Corporation.

Contact us at (212) 286-0325 or [Sales@KrantzSecure.com](mailto:Sales@KrantzSecure.com) to benefit from our preventative and reliable solutions.

