the managed cloud company

The Managed Cloud Company

The Managed Cloud Company placed its backup with a specialist.

The MSP behind Vivaly (healthcare), Brightly (businesses and housing associations) and Hively (education), serving hundreds of organisations across the Netherlands. A value added reseller in our partner programme.

Organisation	**The Managed Cloud Company**	Sector	**IT partner (MSP)**
Service	**Managed backup for its customers**		



"Under our IT duty of care, my business partner and I are accountable as directors if something goes wrong with a backup. I would rather place that with a party that gets it one hundred percent right."

Derk-Jan Hilberding

Managing Director, The Managed Cloud Company

The situation	After reshaping the company from 2024, the two directors had a choice to make: build their own backup environment or place it with a specialist. Early in 2026 they decided to outsource it, whichever supplier it would be. Under their IT duty of care, they are accountable as directors if a backup fails.
Why Immutec	Digital sovereignty had become a hot topic among their customers, and they wanted sovereign services for themselves too. A shared customer referred them to us. After comparing several providers, we stood out on sovereignty and expertise, and on a price model that also works for education, healthcare and non-profit customers.
How the switch went	We moved their customers over in batches, with the smaller customers grouped together. Short lines, dedicated contacts and a Dutch company to work with kept it simple.
The result	A little less margin than doing it themselves, and a lot more peace of mind: backup now sits with a party for whom it is the core business.

“I still earn, a little less than if I did it myself, but I sleep better at night.”

Derk-Jan Hilberding

Managing Director, The Managed Cloud Company