



Case study

Finance

Roadmapping the way to cloud-based agility

Europe's number one online credit report provider seeks greater agility and resilience to support business growth.

The customer

The customer is Europe's number 1 provider of online company credit reports, a fast-growing organisation with offices in 8 European countries and the USA. The organisation offers its services through a combination of localised websites and other direct methods, enabling businesses to learn about and monitor any company or consumer that they interact with.

The challenge

Rapid and sustained growth for the customer had provided exceptional results and raised the company to a market-leading position. In order to continue this trend, and for the company to achieve its growth ambitions, the customer desired an evolution to adopt more resilient and scalable solutions to underpin its business. The customer wanted to explore whether it could become more agile and less reliant on traditional IT solutions by taking a more cloud-based approach to the provisioning and consumption of internal and external services.

Innovation was proving difficult to accomplish alongside business-as-usual activities, due to:

- Business growth was rapid but IT enablement of that growth required improvement
- Customer operations are globally distributed and existing IT solutions were not architected to scale with the continued business growth
- Existing applications and IT solutions involved duplication of infrastructure and effort
- Key business systems were not fully resilient
- IT staff utilisation was very high, leaving little capacity for innovation and transformation

The customer turned to Xtravirt to assess their opportunities develop a cloud and infrastructure strategy that would help them address some of the key challenges outlined above.

The solution

The organisation's challenges and requirements were an excellent fit for Xtravirt's CloudStart™ EXPRESS service. This is a packaged engagement focused on assessing an organisation's existing IT services structure and methodologies, along with the challenges that it faces (both business and IT), then creating a roadmap for cloud adoption. In this case, a particular focus was required on infrastructure, consolidation of a previously acquired company, and a telephony strategy.

Xtravirt worked with the customer's IT management team, learning about their operational challenges together with their strategic goals. With an understanding of the customer's business / operating models and the technologies in use, Xtravirt produced a comprehensive report setting out a number of recommendations for the customer to adopt that would result in:

- The ability to deploy new global offices in a fraction of the time, through greater infrastructure flexibility and mobility
- A scalable IT model which addresses organisation growth, geographic distribution, and mobility
- The ability to execute and accelerate strategic change in a managed way through identification and prioritisation of key business and technical projects

Project at a glance



Requirements

- Identify where IT enablement can be accelerated within the context of opportunities, use cases and value drivers for cloud adoption
- Identify where staff efficiency can be improved
- Provide realistic business case and timeline for cloud adoption

Solution

- Conduct workshops with stakeholders and assess infrastructure to identify requirements and challenges
- Triage and categorise technical and business transformation projects as part of the roadmap for change
- Create a staged framework for migrating and consolidating the customer's operations to a cloud service

Results

- Created a high-level cloud adoption framework based on a consolidated AWS platform, providing global remote access
- Defined a solution and adoption framework to migrate their telephony system to an integrated cloud solution
- Provided detailed recommendations across applications, infrastructure, end user environment, IT operations and security



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Consultant commentary

“While the customer’s public presence might suggest a straightforward business model, the reality is that there are several levels of complexity in its customer offering, and also in how it is currently using IT. The organisation’s phenomenal business growth is not only a mark of their success but also the cause of many of its IT challenges. CloudStart™ EXPRESS was the ideal platform for providing the customer with a roadmap to achieve a more scalable and agile infrastructure which it can continue to build on, and to begin a migration of key services to cloud-based systems.”

Michael Poore, Senior Consultant, Xtravirt

The results



- The recommendations and high level solution leveraged existing commitments whilst providing a unified IT infrastructure, telephony and support model which best met the customer’s distributed business operations
- The customer achieved a roadmap and adoption framework which could form part of their forward strategy, allowing efficient planning of budgets and resources
- As with all strategic plans, the customer recognised the achievement of the goal was a journey which could be planned over a period of time to suit their business priorities

About Xtravirt

Xtravirt is a leading, independent provider of enterprise virtualisation solutions. We deliver data centre, workspace and cloud transformational solutions to clients across public and private sectors, both in the UK and internationally.

Our consulting organisation is recognised globally for contributions to industry and community development which, combined with our astute management, methodology and proven track record, provide unsurpassed value to our customers.

Please visit our case study library at xtravirt.com where you can read more of our success stories.

For more information contact:

Xtravirt Limited
Riverbridge House
Guildford Road, Leatherhead
Surrey KT22 9AD

Email information@xtravirt.com

Tel +44 (0)800 4880 038

Web xtravirt.com