

Virtualization Design & Implementation

Zones delivers data center technologies to fuel an insurance company's rapid growth.

One of the largest privately held insurance brokers in the United States continued to grow larger. By buying up smaller organizations in their field, the client began to rapidly add to their already sizable workforce of over 4,500 employees. The California-based company turned to Zones for a little help with scaling up their IT while staying true to their core values – a winning company culture and an undying commitment to their customers.



The main challenge for the client was to understand how the IT needs to change from storage capacity to flexible solutions.



The client decided to go for 100 CPUs with VMWare at the best deal.



Currently, the client has amazing strength for the next three years of VMWare usage and a POC of WorkspaceOne.



CHALLENGE

- Rapid growth leading to unpredictable changes in IT needs.
- Need to eliminate inefficiencies in storage infrastructure to minimize costs.
- Desire to maintain future flexibility and facilitate additional business growth.



SOLUTION

- Worked with Zones to assess IT needs and choose CPU.
- Decided on 100 CPU to maximize current computing power and potential for future growth.
- Leveraged Zones' relationship with VMware to get the best possible deal.



RESULTS

- Client's VMware environment continues to grow steadily over time.
- Further improvements still to come, including implementation of NSX and Velocloud.
- Zones continues to work on future upgrades such as a POC of WorkspaceOne.

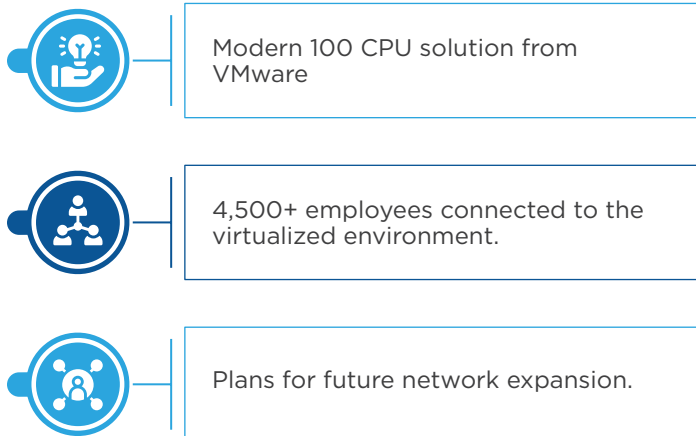
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THE CHALLENGE

The client was buying up competitors at an aggressive pace, which led to rapid growth. This made it difficult to forecast how the company's IT needs would change over time – they would need more storage capacity, of course, but they also needed an affordable, flexible solution that would help them adapt to the IT idiosyncrasies of each new organization they acquired as well as facilitate future business growth.

THE SOLUTION

In overhauling its data center operations, the client was faced with an array of tough choices – most notably, the decision to go with a 60, 76, or 100 CPU. The Zones team met with the clients to discuss their growth trajectory and the specific data center needs they needed to address. With Zones' help, the client ultimately decided that the 100 CPU was the way to go – and thanks to Zones' ability to negotiate the most aggressive pricing with VMware, they were able to get the best deal as well.



“ We were growing rapidly and needed to overhaul our network with as little downtime as possible. We were surprised when Zones told us they could design a modern virtualized environment that could scale at the rate we needed, but they implemented a solution that proved all their claims and more.”

IT Director,
Insurance Brokerage

THE RESULTS

As a result of their opting for the 100 CPU, the client now stands in a good position of strength for their next three years of VMware usage. As we speak, they continue to grow their VMware environment, and they're now working on key improvements such as implementing NSX and Velocloud. Zones remains intimately involved with the company's IT decisions moving forward, including VMware expansion, and is driving a POC of WorkspaceOne as well.

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