

Vernovis Maximizes Profitability

The Challenge

A technology services company, providing cloud-based service hosting, was unable to get to a truly automated self-service solution. They did not have the appropriate metering to fully quantify their customer utilization or determine how many users they could add per company. This led to both overcharging some customers and undercharging others. They spent 18 months trying to implement vCloud Director as a meter aid and billing segment to their business, but were unsuccessful.

The Approach

Vernovis provided a team of subject matter experts who completed an initial assessment, built a roadmap and then executed implementation of vCloud Director and VMware NSX. The Vernovis team executed the architecture, layout, implementation and acceptance test.

They completed the project in four weeks

and then ensured full knowledge transfer to the internal team the following two weeks.

The Result

Vernovis' solution not only gave the client what they needed in just four weeks, they also provided a cost savings of \$30K compared to other vendor quotes. The client is highly satisfied that they now have the ability to move customers onto the new platform themselves and properly monitor usage. This has resulted in a better experience for their customers, as well as increased revenue generation due to proper reports on data usage and optimized cost and pricing.

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CASE STUDY: CLOUD

Consultant-driven results

4
weeks

to successful
implementation

30K

in cost-savings

5

internal employees
trained

