



Case Study

Cloud modernization for private equity group

Client

An insurance distribution and services company

The client is a leading insurance distribution and services company with over \$1.8 billion in generated premiums and thousands of associates across North America, Europe, and Australia. The client is the divested portion of a large financial services firm that was acquired by a private equity firm. The newly formed company provides warranty and services contracts for the automotive, consumer products, and specialty equipment industries. It also administers niche workers' compensation and contractor liability coverage in the United States.

Challenge	CBTS solution	Results
<ul style="list-style-type: none"> • Client needs access to the parent company's E-Business Suite (EBS) in order to access legacy application data. • Client has limited IT staff and wants to have a partner that will be accountable for the availability, security and performance. • New owners have no desire to use capital to deploy infrastructure or manage data center infrastructure. • Existing applications are not well suited for a true cloud environment. 	<ul style="list-style-type: none"> • CBTS IT Staffing and Consulting Services provided infrastructure assessments and applications expertise and remote Database Administrator (DBA) options. • Deployed a hybrid cloud environment. • End-to-end 24x7x365 monitoring and management by CBTS experts. • Setup of 140 production virtual machines in a private pod located in a CBTS Texas cloud data center. • Application development and re-platforming. 	<ul style="list-style-type: none"> • Capital can be deployed to support growth initiatives versus buying and managing data center infrastructure. • Client can move faster and focus on growing the business through acquisitions. • Cloud model allows them to easily scale on demand when they buy and want to integrate new companies. • Minimized application licensing costs allow the client to avoid perpetual purchases of Oracle software.

Challenge

A product of a divestiture, a new company was formed to help generate organic growth for both companies. However, with every merger, acquisition, or divestment, comes the challenge of streamlining processes and transferring critical data to implement uniformity across all lines of business. Their newly staffed IT team did not have the required skillsets to perform the migration of the existing environment from the previous owner. Although the new Private Equity owners wanted to repatriate the data as soon as possible and focus on growing the business through acquisitions, they did not want to use extra capital to deploy infrastructure or manage a data center. The client would need cost-effective licensing for its EBS. Also, their existing applications would need to be modernized to be well suited for an actual cloud-native environment that takes advantage of the elasticity and flexibility of a modern IT platform.

CBTS solution

Our experts spent a lot of time understanding the client's business goals and technology requirements to ensure that we did proper discovery in order to bring the right resources to the table. Our IT Staffing and Consulting Services provided a thorough infrastructure assessment and our team's expertise in specialized applications was essential to providing the most efficient solution. To drive operational efficiencies and reduce the delivery cost of IT, our experts deployed a hybrid cloud environment with the option of a remote Database Administrator (DBA) from CBTS who would provide end-to-end, 24x7x365 monitoring and management to the client's new infrastructure. Our teams deployed 140 production virtual machines in a private pod located in Texas at our CBTS cloud data center. CBTS engineers worked on upgrading and/or rewriting their applications while preserving existing functionality to be cloud-ready and developed new applications that are optimized for a cloud environment. CBTS IT Staffing and Consulting Services provided specialized applications expertise and remote Database Administrator options. This has allowed the client to avoid resource hires and still access legacy systems and historical data.

Results

We worked diligently with the client and their third-party consultants to build a trusted partnership, prove our capabilities, and deliver on what we promised. Our relationship with their third-party consultants enabled CBTS to bridge the gap in bringing their technology plans to fruition. Our ability to rapidly deploy post-merger cloud environments improved the time-to-completion of the merger and realized an immediate cash flow.

The solutions provided mitigate the risk of on-premises data center vulnerabilities, increase system uptime, improve disaster recovery, compliance, and regulatory standards for mission-critical applications, drive operational efficiencies and resiliency, and reduce the delivery cost of IT.

The client is able to grow their business without adding onto their headcount and can scale their resources to suit changing demands.

With the help of CBTS, the client can now move faster and focus on growing their business through acquisitions. Plus, the cloud model allows them to easily scale on demand when they buy and want to integrate new companies.