vmware®

softchoice

Case Study: State & Local Government Reduces Risk of Virtualization Project

Introduction

Businesses today are routinely faced with the need to adapt to a changing landscape and keep pace with business and security requirements. Historically, IT leaders start from scratch with each new initiative in evaluating security requirements on an application and infrastructure basis. Today, the pace of business makes these ad hoc network security considerations unfeasible and introduces issues such complexity, manual effort and lack of network-as-a- service strategy.

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> "We were able to offload research and risk mitigation to Softchoice so we could focus on other tasks. We reduced overall time to perform the upgrade which allowed us to move ahead with other dependent projects sooner. Softchoice allowed us to offload a lot of the minor time consuming tasks – tasks that were dependent on knowledge we did not have (such as research, risk mitigation, planning, etc.) – and also let us gain the knowledge we needed to perform those tasks in the future."

Challenges

- Addressed organizational goals including the following with Softchoice:
    - Mitigating risk
    - Saving time and/or maximizing internal resources
    - Knowledge transfer, stabilize our environment on the latest versions and make future updates more efficient.
- Decided to work with Softchoice because:
    - Of Softchoice's knowledgable resources
    - Their ongoing relationship and partnership with Softchoice
    - Extremely positive past experiences

Use Case

- Engaged Softchoice for:
    - Virtualization
- Softchoice provided value in the following areas:
    - Upgrade

Results

- Reallocated 80 IT personnel hours to other areas of their business by engaging with Softchoice.
- Rated Softchoice Services capabilities in terms of how valuable they are compared to other alternatives:
    - expertise & Knowledge Transfer: extremely valuable
    - delivery Methodology: extremely valuable
    - personalized Service Delivery: extremely valuable
    - resource Capability: extremely valuable
- Saw the following results with Softchoice vs. other methods (i.e. internal resources):
    - saving significant time & cycles: extremely significant results
    - decreasing project risk: extremely significant results
    - improving overall outcome: very significant results
    - increasing existing IT knowledge: extremely significant results
    - delivering business results: extremely significant results

Organization Profile

The organization featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Organization Size:
State & Local

Industry:
Government

About Softchoice

Softchoice Solutions help optimize business performance, deliver improved services to customers and enable cost-savings.

Learn More:

 Softchoice