

# diverto gmbh builds on Xelon IT infrastructure

**Stability, scalability and security: these are the requirements diverto gmbh places on its ICT infrastructure. The SME from the Berne region purchases Virtual Datacenter Services from Xelon in order to be able to fully focus on its core business. The cooperation is characterised by mutual trust, openness and flexibility.**

diverto gmbh, based in Oberdiessbach (BE), is a managed service provider with twelve employees. The diverto team helps customers from numerous industries to increase their performance thanks to innovative and efficient IT and communication solutions and to optimally master current and future challenges.

In order to be able to provide customers with the best possible support and help them to exploit their potential, diverto is dependent on a reliable and stable IT infrastructure. The provider of IT and communications solutions had previously operated its own cloud infrastructure in Berne. When looking for a strong partner to renew its data centre, diverto opted for Xelon: «I am convinced that SMEs do not have to offer everything themselves. Instead, it is better to concentrate on the core business and entrust the rest to specialists», says Andreas Schweizer, Managing Director of diverto gmbh, explaining the reasons for outsourcing. The high level of system stability, the easy extensibility when required and the uncomplicated administration of several customers were the decisive factors in choosing to work with Xelon. In addition, diverto, as an SME rooted in Switzerland, wanted to rely on a Swiss IT infrastructure provider.

## **Massgeschneidertes Angebot für den Kunden**

Xelon provides diverto with the Virtual Datacenter Services in a Private Cloud. In contrast to a public cloud, all resources of the private cloud are only used for diverto. The Virtual Datacenter is a flexible, scalable and highly available environment in which resellers can independently map individual Windows or Linux server environments as well as large georedundant infrastructures with servers, gateways,

Case Study

Virtual

Solutions



«Our customers and the whole team are very enthusiastic about how easily and quickly this project was handled. We'd be happy to start a project with Xelon again at any time to offer cloud services in Switzerland.»

**Andreas Schweizer**  
CEO, diverto gmbh

VPN and the like with just a few mouse clicks. This means that the creation of an infrastructure is not associated with high investment costs and a simple expansion of the IT environment is possible at any time. «This scalability and flexibility are central to us», says Schweizer. «In contrast to larger providers, Xelon can put together an offer that exactly meets our requirements and also adapt it continuously».

### Personal contact to the provider

Since the successful implementation, Xelon has been monitoring the hardware as well as the back-end infrastructure at diverto and taking care of the elimination of any faults, extensions or changes. «It feels as if Xelon were an own IT department within our company, one that we can rely on 100 percent and in which we have complete confidence,» says diverto's managing director Andreas Schweizer. He particularly appreciates the direct channels and the personal contact with Xelon.

### On the same wavelength

The managing director of diverto gmbh has a piece of advice for other resellers looking for a reliable partner to partially outsource IT infrastructure: «Be clear about what you are looking for in an IT partnership.» If, for example, flexibility is a major concern, he says, it is better to choose smaller companies and work out an individual offer together with the provider. Schweizer also recommends taking interpersonal aspects into account: «It is important to me that we and the partner are on the same wavelength. Xelon distinguishes itself through individual customer care and tailor-made products.



As an external ICT department, diverto gmbh covers the entire range from in-depth consulting and planning, through implementation, to long-term support and monitoring of your ICT, cloud, web or software solution.

### Overview

diverto gmbh was looking for a specialized partner for IT infrastructures, because their own was outdated and the operation was too costly.

### Requirements

- Reliable and stable infrastructure for everyday operation
- Low investment costs
- Reliability
- Easy expandability of the infrastructure

### Solution

- Virtual Datacenter Services in a Private Cloud

### Advantages

- Low hardware investment costs, transparent cost model
- Predictable resource expansion
- Protection against unforeseen additional costs
- Flexible and highly available environment
- Easy administration, maintenance and expansion for the reseller
- Local contact person and data storage in Swiss data center



65 VM's



72 CPU's



1.12 TB RAM



21 TB vSAN Storage