

CUSTOMER SPOTLIGHT

Virtus Partners



“ Our vision encompasses more than back office virtual machine management. 3Cloud’s partnership enabled Virtus Partners to transition quickly to where we wanted to be today, and to transform our operations to where we are heading for the future. ”

Lee Wielenga
Chief Information Officer

CHALLENGE

Virtus Partners was facing explosive growth that required a comprehensive data center transformation. The company was challenged with aging technology, limited IT resources, and inadequate back-office support that inhibited their ability to scale and meet business demands quickly. As part of their strategy, Virtus needed to build a solid presence in Europe and Asia without establishing on-premise/managed hosting operations in those areas. The current time and cost associated with hosting the operations globally hindered the company’s ability to capitalize on new business opportunities.

SOLUTION

A comprehensive economic assessment showed that Virtus would save more than 21% annually by moving from their previous hosting company to Azure. 3Cloud migrated Virtus’ entire data center to Azure, including eight applications. Going beyond a simple “lift and shift” to Azure, 3Cloud modernized the data center with a PaaS-focused infrastructure, rewriting legacy applications in cloud-native architectures. Finally, 3Cloud provided ongoing optimization of Virtus’ Azure environment through its managed services team.

IMPACT

The 3Cloud team delivered the Virtus data center and infrastructure transformation in less than six months. Identified low utilization servers and storage that would right-size their overall needs more effectively. We increased their overall environment size, and more importantly saved 21% annually over their previous data center hosting fees. New environment positioned Virtus to address their growth challenges and meet their business demands quickly and effectively.

Virtus achieves 21% annual savings, and a new modernized environment positions the company for growth and geographic expansion



CLIENT PROFILE

- Industry: Financial Services
- Number of Employees: 500
- Annual Revenue: \$560M
- Innovation Focus: Cloud Platform, App Innovation