

CUSTOMER CASE STUDIES: CUSTOM HOSTING

Connectria - delivering hosting services how you need it, when you need it.

Connectria's Custom Hosting client base is characterized by a diverse range of hosted technologies with over 20 platforms represented. These customers are typically medium to large enterprise organizations with unique, complex hosting requirements. In an independent survey, Connectria's Custom Hosting clients revealed 100% customer satisfaction. Learn more about their challenges, use cases, results and testimonials surrounding Connectria's Custom Hosting Services.



CONNECTRIA CUSTOM HOSTING ACHIEVES 100% CUSTOMER SATISFACTION


In an independent survey of its Custom Hosting clients, Connectria gained some valuable insight into the challenges, use case and results surrounding its largest customers. The customers who participated in the survey are medium to large enterprise companies, with hosting requirements spanning multiple server technologies and customized solutions, including IBM AIX hosting, HP-UX hosting, Oracle/Sun Solaris hosting, Windows hosting, Red Hat Linux hosting, IBM i hosting (iSeries hosting/AS400 hosting), VMware hosting, Microsoft Hyper-V hosting, Citrix hosting, Oracle 10g/11g Database hosting, Oracle RAC hosting, IBM DB2 hosting, Microsoft SQL Server hosting, MySQL hosting, Lotus Notes/Domino hosting, Microsoft Exchange/Outlook hosting, Microsoft SharePoint hosting, Blackberry Enterprise Server (BES) hosting, Microsoft .NET hosting, Oracle WebLogic hosting, Oracle Application Server (OAS) hosting, and IBM WebSphere hosting among others.

This brochure summarizes Connectria's independent Custom Hosting customer survey results into case study overviews. These case studies outline the challenges, use cases and results surrounding Connectria's Custom Hosting Solutions. In addition, the customer case studies offer testimonial statements, demonstrating the level of satisfaction customers have with Connectria.

For more information regarding the survey results, trends and statistics, please reference the Connectria brochure entitled, "**CUSTOMER SURVEY: CUSTOM HOSTING**".

Some of the key findings in the survey revealed:

- 100% of Connectria's customers surveyed would recommend Connectria's Custom Hosting solutions and support.
- Connectria's customers found Connectria's responsiveness, cost competitiveness, flexibility, and technical competence as its greatest strengths.
- The vast majority of Connectria's Custom Hosting clients achieved tangible results from Connectria's services. These included reductions in operating expenses, ability to fill resource/skill gaps within their IT departments, and the ability to spend more time focusing upon solving business needs, not running servers.
- Connectria's Custom Hosting clients chose Connectria over a number of competitors including IBM, Savvis and Rackspace, among others.
- A significant percentage (44%) of Connectria's Custom Hosting clients have outsourced a large portion of their data center operations to Connectria, and rely upon Connectria to host core enterprise applications (e.g. ERP).
- Key triggers that caused enterprise customers to turn to hosting included acquisition of new or unfamiliar technologies (e.g. due to M&A), constricting budgets (having to do more with less) and internal IT's inability to support business requirements (e.g. new projects).

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CUSTOMER CASE STUDY OVERVIEWS (Anonymous)

Case Study: Industrial Manufacturing Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Loss of skilled staff (e.g. retirement, attrition, downsizing, M&A, old legacy technology)
 - Budget reduction (having to do more with less)
 - Desire or mandate to follow trends and latest technologies (e.g. cloud computing)

Use Case

- Hosts the following technologies with Connectria:
 - IBM System i
 - IBM Lotus Notes/Domino
 - IBM WebSphere
- Uses Connectria's hosting in the following ways:
 - Remote Hosting and managing servers that run core application(s) (e.g. ERP)
 - Remote Hosting and managing servers that run ancillary (non-core) applications

Results

- Selected Connectria over the following vendors:
 - Mindshift/Invision
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Priced right
 - Relationship of trust with account manager
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“We primarily selected Connectria because we felt like our account manager and the company had integrity. Every issue we have faced has been overcome because of the positive, trusting relationship.”

Case Study: Computer Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Establishment of a new business (no internal IT department)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - IBM System i
 - VMware
 - Microsoft SQL Server
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Hosting and managing servers that run ancillary (non-core) applications
 - Receiving disaster recovery services

Results

- Selected Connectria over the following vendors:
 - IBM
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Flexible SLAs
 - Custom solutions
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Connectria is a crucial partner to our organization and their service is unmatched in the industry. The customer is front and center with Connectria! They work to get a SLA/SOW to meet the customer needs and their work effort and dedication is greatly appreciated.”

Case Study: Consumer Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Acquisition of new, unfamiliar technologies (e.g. via M&A)
 - Establishment of a new business (no internal IT department)

Use Case

- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Hosting and managing servers that run ancillary (non-core) applications
 - Supporting our compliance requirements (e.g. HIPAA, PCI, SOX)
 - Receiving disaster recovery services

Results

- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Quickly deployed the latest technologies
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Responsiveness
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“We chose Connectria because they offered the best comprehensive solution for us. That was in 2004 and we have been happy ever since.”

Case Study: Computer Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Establishment of a new business (no internal IT department)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - Windows
 - VMware
 - IBM DB2
 - IBM WebSphere
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)

Results

- Selected Connectria over the following vendors:
 - IBM
 - Rackspace
 - AWS
- Achieved the following with Connectria:
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Custom solutions
 - Priced right
- Would highly recommend Connectria's hosting solution and support.

Case Study: Construction Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Loss of skilled staff (e.g. retirement, attrition, downsizing, M&A, old legacy technology)
 - Inability of IT to support request from business constituents (e.g. new projects)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Citrix
 - VMware
 - Microsoft SQL Server Cluster
 - Microsoft SharePoint
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Selected Connectria over the following vendors:
 - AT&T, other local providers
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Responsiveness
- Would highly recommend Connectria's hosting solution and support.

Case Study: Wholesale Distribution Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Capital budget freeze (could no longer buy equipment but can “rent” via hosting provider as an operating expense)
 - Reduction of maintenance costs of local site

Use Case

- Hosts the following technologies with Connectria:
 - IBM System i
- Uses Connectria’s hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)

Results

- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Quickly deployed the latest technologies
 - Was able to focus on solving business needs, not running servers
- Feels Connectria’s greatest strengths are:
 - Technical competence
 - Flexible SLAs
 - Custom solutions
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
 - System uptime
- Would highly recommend Connectria’s hosting solution and support.

Testimonial

“Connectria is always available.”

Case Study: Large Enterprise Health Care Product Manufacturer

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Their contract with current hosting provider was about to expire

Use Case

- Hosts the following technologies with Connectria:
 - Linux
 - IBM AIX
 - IBM System i
 - VMware
 - IBM DB2
 - Oracle 10g/11g
 - IBM Lotus Notes/Domino
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Selected Connectria over the following vendors:
 - IBM
 - Savvis
 - CAP
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Flexible SLAs
 - Responsiveness
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

Case Study: Industrial Manufacturing Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Loss of skilled staff (e.g. retirement, attrition, downsizing, M&A, old legacy technology)
 - Budget reduction (having to do more with less)
 - A major outage event/exposed vulnerabilities

Use Case

- Hosts the following technologies with Connectria:
 - IBM System i
 - IBM Lotus Notes/Domino
 - Blackberry Enterprise Server (BES)
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)

Results

- Selected Connectria over the following vendors:
 - IBM
 - Rackspace
 - Local var's
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Quickly deployed the latest technologies
 - Filled skill and resource gaps within IT department
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Priced right
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Connectria’s leadership team has integrity, ethics, and shows passion in helping the customer. They have treated us like a partner, work towards a win win solution, and strive for continuous improvement.”

Case Study: Industrial Manufacturing Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Acquisition of new, unfamiliar technologies (e.g. via M&A)
 - A major outage event/exposed vulnerabilities

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - IBM System i
 - Microsoft SQL Server
 - IBM DB2
 - IBM Lotus Notes/Domino
 - Blackberry Enterprise Server (BES)
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Receiving disaster recovery services

Results

- Achieved the following with Connectria:
 - Quickly deployed the latest technologies
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Responsiveness
 - System uptime
- Would highly recommend Connectria's hosting solution and support

Case Study: Telecommunications Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Inability of IT to support request from business constituents (e.g. new projects)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Citrix
 - Microsoft SQL Server
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)

Results

- Selected Connectria over the following vendors:
 - Rackspace
 - Datapipe
- Achieved the following with Connectria:
 - Quickly deployed the latest technologies
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Custom solutions
 - Responsiveness
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“We chose Connectria over other providers as we felt that Connectria provides solutions that specifically meet our needs not just a cookie cutter solution. In addition when meeting with Connectria Management team the sense we got was that they were similar to our organization in that they were very customer focused.”

Case Study: Aerospace & Defense Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Budget reduction (having to do more with less)
 - Capital budget freeze (could no longer buy equipment but can “rent” via hosting provider as an operating expense)
 - Inability of IT to support request from business constituents (e.g. new projects)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - IBM System i
 - Microsoft Exchange/Outlook
- Uses Connectria’s hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Receiving disaster recovery services

Results

- Selected Connectria over the following vendors:
 - IBM
 - CSC
 - Sungard
- Achieved the following with Connectria:
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
- Feels Connectria’s greatest strengths are:
 - Flexible SLAs
 - Custom solutions
- Would highly recommend Connectria’s hosting solution and support.

Testimonial

“Connectria has continued to be a partner for our organization. They have continually helped us implement projects and systems that we would have been unable to do on our own.”

Case Study: S&P 500 Computer Software Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Budget reduction (having to do more with less)
 - Inability of IT to support request from business constituents (e.g. new projects)
 - Dissatisfaction with current hosting provider (slow, unresponsive support, high costs, etc.)
 - Contract with current hosting provider was about to expire

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - IBM AIX
 - SUN Solaris
 - Microsoft SQL Server
 - IBM DB2
 - Oracle 10g/11g
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Hosting and managing servers that run ancillary (non-core) applications

Results

- Selected Connectria over the following vendors:
 - IBM
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Custom solutions
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“We needed a hosting provider that was flexible and responsive and could accommodate our needs to service our clients. Connectria has proven to be a very good fit.”

Case Study: Educational Institution

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Inability of IT to support request from business constituents (e.g. new projects)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - SUN Solaris
 - Citrix
 - MySQL
 - Microsoft SQL Server
 - Oracle 10g/11g
 - Microsoft ASP.NET
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Hosting and managing servers that run ancilliary (non-core) applications

Results

- Selected Connectria over the following vendors:
 - IBM
 - Rackspace
 - Savvis
- Achieved the following with Connectria:
 - Quickly deployed the latest technologies
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Flexible SLAs
 - Responsiveness
 - Speed of execution/implementation
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Great teamwork.”

Case Study: Pharmaceuticals Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Budget reduction (having to do more with less)
 - Dissatisfaction with current hosting provider (slow, unresponsive support, high costs, etc.)
 - Contract with current hosting provider was about to expire
 - Had no visibility to platform in shared center environment

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - IBM AIX
 - Microsoft SQL Server
 - Oracle 10g/11g
 - Microsoft ASP.NET
 - Oracle WebLogic
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Receiving disaster recovery services

Results

- Selected Connectria over the following vendors:
 - IBM
 - Rackspace
 - Neospire
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Flexible SLAs
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
 - System uptime
 - Industry benchmarking and best in class knowledge base
- Would highly recommend Connectria's hosting solution and support.

Case Study: Pharmaceuticals Company (continued)

Testimonial

“Connectria is a crucial partner to our organization and their service is unmatched in the industry. The customer is front and center with Connectria! They work to get a SLA/SOW to meet the customer needs and their work effort and dedication is greatly appreciated.”

Case Study: Energy & Utilities Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Establishment of a new business (no internal IT department)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Microsoft SQL Server
 - Microsoft ASP.NET
- Uses Connectria’s hosting in the following ways:
 - Hosting and managing servers that run ancilliary (non-core) applications

Results

- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria’s greatest strengths are:
 - Technical competence
 - Flexible SLAs
 - Responsiveness
 - Priced right
- Would highly recommend Connectria’s hosting solution and support.

Testimonial

“Connectria has a reasonably priced offering compared to alternatives. Great support / customer service.”

Case Study: Consumer Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Acquisition of new, unfamiliar technologies (e.g. via M&A)
 - A major outage event/exposed vulnerabilities
 - Desire or mandate to follow trends and latest technologies (e.g. cloud computing)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - Microsoft SQL Server
 - IBM Lotus Notes/Domino
 - Blackberry Enterprise Server (BES)
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Achieved the following with Connectria:
 - Quickly deployed the latest technologies
 - Filled skill and resource gaps within IT department
- Feels Connectria's greatest strengths are:
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Connectria shows clear competence at the time with hosting large Lotus Notes applications and reliable connectivity to the web.

With Connectria we were on the cloud before there was a cloud. We continue to be able to scale other platforms with Connectria.”

Case Study: Computer Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Acquisition of new, unfamiliar technologies (e.g. via M&A)
 - Desire or mandate to follow trends and latest technologies (e.g. cloud computing)
 - Dissatisfaction with current hosting provider (slow, unresponsive support, high costs, etc.)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - Oracle 10g/11g
 - Oracle Real Application Clusters (RAC)
 - Microsoft ASP.NET
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Quickly deployed the latest technologies
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Responsiveness
 - Speed of execution/implementation
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

"I called Connectria on a Friday at 4:30 PM and based on one conversation I had a quote - fully formatted at 5:15 PM.

Connectria knows their business so well they can generate a commercial offering within 30 minutes - that is what sealed the deal for me."

Case Study: Large Enterprise Transportation Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Acquisition of new, unfamiliar technologies (e.g. via M&A)
 - Establishment of a new business (no internal IT department)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - IBM AIX
 - Oracle 10g/11g
 - Oracle Real Application Clusters (RAC)
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Selected Connectria over the following vendors:
 - IBM
- Achieved the following with Connectria:
 - Quickly deployed the latest technologies
 - Filled skill and resource gaps within IT department
- Feels Connectria's greatest strengths are:
 - Flexible SLAs
 - Custom solutions
- Would highly recommend Connectria's hosting solution and support.

Case Study: Computer Services Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Loss of skilled staff (e.g. retirement, attrition, downsizing, M&A, old legacy technology)
 - Budget reduction (having to do more with less)
 - 24x7x365 Coverage

Use Case

- Hosts the following technologies with Connectria:
 - Remote Monitoring and Admin of IBM System i environment
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Selected Connectria over the following vendors:
 - IBM
 - Rackspace
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Filled skill and resource gaps within IT department
 - Extend coverage hours
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Custom solutions
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“This was my first experience with Connectria and had an excellent experience. The entire team was fantastic. They were always very friendly and accommodating and helped me deal with an extremely difficult customer. My thanks to them and the entire Connectria team.”

Case Study: Large Enterprise Retail Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Acquisition of new, unfamiliar technologies (e.g. via M&A)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - IBM System i
- Uses Connectria's hosting in the following ways:
 - Outsourcing a large portion of data center operations

Results

- Selected Connectria over the following vendors:
 - CDW, Infocrossing, RPE
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Custom solutions
 - Responsiveness
 - Priced right
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Connectria provides technical competence in the key areas we require support for (WAN, iSeries operations) without bureaucracy. The staff is approachable, friendly, and has low turnover. We rely upon Connectria as an extension of our IT department.”

Case Study: Global 500 Retail Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Budget reduction (having to do more with less)
 - A major outage event/exposed vulnerabilities
 - Inability of IT to support request from business constituents (e.g. new projects)

Use Case

- Hosts the following technologies with Connectria:
 - Linux
 - MySQL
- Uses Connectria's hosting in the following ways:
 - Co-lo of our web sites

Results

- Selected Connectria over the following vendors:
 - Sungard
 - InFlow
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Filled skill and resource gaps within IT department
 - Better manage growth and uptime
- Feels Connectria's greatest strengths are:
 - Custom solutions
 - Responsiveness
 - Speed of execution/implementation
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Connectria's willing to work with us, and customize a solution to meet our needs. They are fair and honest in their pricing and what they can deliver.”

Case Study: S&P 500 Computer Software Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Budget reduction (having to do more with less)
 - Inability of IT to support request from business constituents (e.g. new projects)
 - Dissatisfaction with current hosting provider (slow, unresponsive support, high costs, etc.)
 - Contract with current hosting provider was about to expire

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - IBM AIX
 - SUN Solaris
 - Microsoft SQL Server
 - IBM DB2
 - Oracle 10g/11g
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Hosting and managing servers that run ancilliary (non-core) applications

Results

- Selected Connectria over the following vendors:
 - IBM
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Reduced capital expenditures
 - Filled skill and resource gaps within IT department
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Custom solutions
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“We needed a hosting provider that was flexible and responsive and could accommodate our needs to service our clients. Connectria has proven to be a very good fit.”

Case Study: Fortune 500 Energy & Utilities Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Dissatisfaction with current hosting provider (slow, unresponsive support, high costs, etc.)

Use Case

- Hosts the following technologies with Connectria:
 - Windows
 - Linux
 - VMware
 - Microsoft SQL Server
 - Microsoft SharePoint
- Uses Connectria's hosting in the following ways:
 - Connectria hosts "external" facing or customer systems

Results

- Selected Connectria over the following vendors:
 - IBM
 - Savvis
 - Sungard
- Achieved the following with Connectria:
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Flexible SLAs
 - Custom solutions
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
 - System uptime
- Would highly recommend Connectria's hosting solution and support.

Testimonial

“Connectria is driven to provide a solid and reliable solution. They make quick work of deployment and proactively monitor systems and customer business environment. Above all they avoid the bureaucratic processes which hamper customer business, and focus of execution. Everyone is accountable.”

Case Study: Global 500 Banking Company

Challenges

- Searched for hosting services because they were facing the following challenges:
 - Loss of skilled staff (e.g. retirement, attrition, downsizing, M&A, old legacy technology)

Use Case

- Hosts the following technologies with Connectria:
 - IBM AIX
 - Microsoft SQL Server
 - Microsoft SQL Server Cluster
 - IBM DB2
 - Microsoft SharePoint
 - IBM WebSphere
- Uses Connectria's hosting in the following ways:
 - Hosting and managing servers that run core application(s) (e.g. ERP)
 - Hosting and managing servers that run ancillary (non-core) applications

Results

- Selected Connectria over the following vendors:
 - IBM
 - Rackspace
 - Sungard
- Achieved the following with Connectria:
 - Reduced operating expenses
 - Filled skill and resource gaps within IT department
 - Was able to focus on solving business needs, not running servers
- Feels Connectria's greatest strengths are:
 - Technical competence
 - Responsiveness
 - Priced right
 - Speed of execution/implementation
- Would highly recommend Connectria's hosting solution and support.

The case studies included in this brochure were anonymous as part of the independent customer survey. More detailed case studies of a few of Connectria's Custom Hosting customers are found below:



AMEREN

www.connectria.com/case_studies/ameren.php



SABRELINER CORPORATION

www.connectria.com/case_studies/sabreliner.php



SYBASE

www.connectria.com/case_studies/sybase.php

About Connectria


Connectria provides award-winning cloud computing, managed hosting and custom hosting solutions for more than 1,000 customers in over 30 countries worldwide. We are experts in complex multi-vendor solutions, and we support the broadest range of technologies, managed services and security in the industry.

At the core of Connectria is our No Jerks Allowed® company philosophy. As The Jerk Free Company®, we've established a unique culture where every individual goes "the extra mile" to take care of our customers. Being The Jerk Free Company® extends beyond our people too. We make it easy to do business with us through flexible terms, scalable solutions and straight-forward pricing to serve the hosting needs of large and small organizations alike.

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