

Case Study

NUMIS SECURITIES

Numis Securities moves to a flexible and secure infrastructure environment with Virtustream

Partnership with Virtustream provides a cost effective solution to replacing end of life legacy system



About the Business:

Numis Securities is a leading independent investment banking and institutional stockbroking business. Its focus is on high quality companies quoted in the UK and their investors. Numis has impressive research, sales, trading, broking, capital raising and corporate finance capabilities across 14 sectors. With the data sensitivity and sheer amount of information stored by Numis, the need to have a secure and cost effective solution is mission critical. With Numis' legacy windows server farm reaching its end of life, it was an ideal time to take a look at some new options.

The Challenge:

"With the legacy system coming to the end of its lifecycle, this was the perfect opportunity to move to a virtualised infrastructure, and to address our issues with server sprawl," said Simon Bailey, head of IT and operations at Numis Securities.

By looking at the options open to Numis, the IT team were also able to consider a number of other areas, as Bailey explains. "We were also looking for a solution that could open up our disaster recovery options. With so much data in one place the loss of a building could have had a serious impact on our business. Finding a solution for the provision of windows server capability across our production and disaster recovery environments became a major priority."

The Solution:

Bailey turned to Virtustream after meeting with a number of companies. "We had originally talked to Virtustream about the implementation of a Compellent storage infrastructure. However, we were soon impressed by the knowledge and experience the Virtustream team had in and around the virtualisation space. Virtustream's consultative approach understood Numis's key objectives and where they wanted to go in the long and short term. We set a number of key business goals which included a business case and the methodology to transition from our existing platform to the new infrastructure".

It soon became clear that the Virtustream team could offer a whole lot more value and the conversation moved forward on a wider scale.

Virtustream began work in June 2010 and almost immediately Bailey could see the synergy between the two companies. "We immediately found we had a great culture fit. Both companies complimented each other in the way that they worked. We soon came to see Virtustream as a best-of-breed company within their space and the results reflected this."

During early consultation with Numis it was very clear that Virtustream's portfolio of strategic virtualisation solutions were also an ideal fit. During initial workshops Virtustream worked very closely with the IT team to understand the key objectives and define the strategy.

The transformation project was broken down into manageable phases and this enabled the modular building blocks underpinning the solution to be introduced gradually and to agreed timescales.

Disaster recovery was a key driver. Numis specified its Recovery Point and Recovery Time objectives and Virtustream were able to meet the requirements by implementing its bespoke DR Automation Package which provided Numis with automated virtual data centre failover and failback.

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*“Actualize the
Enterprise Cloud”*

The Results:

Along with the expertise that the Virtustream team were able to bring to the table, Bailey was also impressed with their flexible approach. “We feel that the team really go the extra mile for us. They were able to easily fit into our time scales, even when these changed at short notice. It is a great two way partnership.”

Numis is also benefitting from Virtustream’s flexible server capacity offering. With the ability to ramp up or down depending on demand, the IT team can ensure that there is no redundant server space being paid for when they don’t need it.

Most importantly the business goals set by Bailey and his team were all hit allowing Numis to move confidently into a new secure environment. “All the primary drivers were met. We were able to complete a fully resilient infrastructure architected to our requests, ensuring Business continuity and great ROI within budget. A massive improvement on where we were at the start of the project.”

ABOUT VIRTUSTREAM

Virtustream www.virtustream.com is an innovative cloud provisioning firm committed to delivering next generation infrastructure services to enterprise class customers. We leverage our secure high performance platform, xStream, to deliver highly available and elastic compute resources at true consumption-based pricing. We lead our Cloud Platform Services with Cloud Advisory Services, providing expertise in the areas of cloud adoption, migration and architecture strategies and infrastructure-related integration services. We provide ongoing support for our Cloud Platform Services through two groups: Our Cloud Cover team provides a managed service, from core infrastructure through enterprise applications and the Cloud Staging and Networks group that provides colocation, security and network services. Virtustream owns and operates its own data centres in the U.S. and U.K., and has offices in Washington, D.C., New York, San Francisco, Atlanta, London, Dublin and the Channel Islands.

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