



## CLOUD INFRASTRUCTURE GIVES LUNDEGAARD NECESSARY FLEXIBILITY TO GROW ITS BUSINESS



**CUSTOMER**  
LUNDEGAARD

**WEB SITE**  
WWW.LUNDEGAARD.EU

**INDUSTRY**  
IT SERVICES

**LOCATION**  
PRAGUE, CZECH REPUBLIC

- KEY CHALLENGES**
- Transition from physical infrastructure to the cloud
  - Performance increase
  - Scalability

**SOLUTION**

Cloud infrastructure helped Lundegaard increase flexibility and optimise the operations of the entire IT infrastructure. Data security was significantly improved thanks to virtual cloud networking.

- IMPACT**
- Cost optimisation
  - Flexibility improvement
  - Secure data
  - Time savings

Lundegaard, a provider of a wide range of web design and web management services, faced challenges associated with limited flexibility and performance of its IT which caused its inability to fully deliver on the requirements of its customers and innovate its services. That is why it decided to completely overhaul its IT operations model. The company decided to abandon physical servers and transition to an Infrastructure-as-a-Service (IaaS) model, moving its infrastructure to a private cloud hosted by Geetoo, a cloud provider and VMware partner. Leveraging the VMware solution, Lundegaard now enjoys a highly available, easily manageable and highly scalable environment.

Founded in 1998, Lundegaard is a web integrator providing a wide range of services from design, web portal and web application development and testing to webhosting and web management. The company employs 80 people in three offices in the Czech Republic, one in Slovakia and one in Germany and serves over 280 customers in CEE markets.

### Challenge

Lundegaard's vision is to help customers expand and streamline their business using web and mobile technologies. However, the company started realising that its own IT infrastructure, based on physical hardware, no longer provided sufficient performance and flexibility to support innovation and business growth. Lundegaard first decided to resolve the problem by virtualising rented physical servers. However, despite used virtualisation, the heterogeneous infrastructure with hardware components of different type, age and performance suffered from insufficient flexibility. In addition, the environment was rather complicated to manage. IT administrators have had to spend unnecessary time on physical infrastructure management instead of devoting themselves to the future development of the company's IT environment.

Lundegaard's business posed another challenge as it includes not only web development and testing but also web hosting services. While smaller customers use shared infrastructure, large corporate clients each have a dedicated virtual data centre. That was why Lundegaard needed a solution that would help increase the flexibility of its infrastructure, simplify management, and allow for unlimited scalability of resources based on clients' changing business requirements. "In 2016 we arrived at the conclusion that we needed to overhaul our IT operations model and move towards an IaaS (Infrastructure-as-a-Service) model, i.e. completely forget about the physical hardware layer and work with fully virtualised infrastructure instead," says Tomáš Zajíček, CTO, Lundegaard.

“Thanks to the VMware technology, we can move our services to the next level and offer our customers security, flexibility and innovations.”

TOMÁŠ ZAJÍČEK  
CTO  
LUNDEGAARD

#### VMWARE FOOTPRINT

- VMware vSphere® 6.5
- VMware NSX®
- VMware vCloud Director



## The Solution

Lundegaard selected Geetoo, a cloud services company and a VMware partner, as its provider of cloud infrastructure. Lundegaard evaluated other cloud platforms in past, namely Amazon Web Services and Microsoft Azure, but eventually opted for Geetoo for the best price/performance ratio as well as for its pro-active client-oriented approach and high quality of services.

Upon an analysis of the needs and requirements of Lundegaard, a transition of the infrastructure to a private cloud was identified as the most appropriate solution. The company's infrastructure now runs in three virtualised data centres based on VMware products, specifically VMware vCloud Director, VMware vSphere 6.5 and VMware NSX. The solution provides an easily navigable user interface to control the virtual data centres. One of Lundegaard's requirements was a certain autonomy in the management of its data centre. "Even though we use IaaS, we still tend to prefer self-service, which was one of the reasons why we selected Geetoo as the provider and VMware technologies as the solution. vCloud Director provides an easy-to-use interface with detailed information about the entire data centre and allows us to perform routine administration tasks without going the complicated way via the helpdesk," explains Tomáš Zajíček, CTO, Lundegaard.

The company runs its entire server infrastructure in the cloud to deliver the operating services for its customers, i.e. web hosting. Some (smaller) customers use shared infrastructure while the larger ones have their own dedicated infrastructure in separate virtual data centres. Lundegaard also runs its own internal infrastructure in the cloud, i.e. systems the organisation needs for its own operations. These include collaboration tools, development support server applications and other systems.

## Results and Impact

The new cloud solution helped resolve the problems with the complex and legacy IT infrastructure based on outdated hardware and significantly improve the performance of the entire IT environment. Lundegaard is now able to scale its resources according to customer requirements and market situation, which is crucial considering the company's business where the workload and required capacity dynamically changes depending on current projects. Lundegaard is now able to guarantee highly available, stable and secure environment to its customers that meets the requirements for modern IT.

One of the advantages of the solution is the management of the environment. While in the past, administrators had to manage each physical server separately, now they have a single access to all servers using the VMware vCloud Director interface. Here they have a comprehensive overview and control over all components of the infrastructure. In addition, administration now takes significantly less time thanks to advanced automation features. vCloud Director offers comprehensive advanced role-based management features where individual customers can access their respective environments without affecting or putting the rest of the infrastructure at risk in any way whatsoever, even if they share a single virtual data centre.

Leveraging infrastructure as a service and VMware-based private cloud, Lundegaard can now offer its customers not only web development services, but it is easier for the company to provide web hosting and web administration services. They can scale their environment as customer needs evolve, which was not possible with the legacy infrastructure. "With vSphere 6.5 virtualization versus running physical servers, we enjoy greater flexibility in creating

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Last but not least, the transition to the cloud improved the security of the infrastructure. It is no longer necessary to secure each server separately, which created a burden for the IT team but also posed a potential risk. Virtual network security in the cloud is centralised for the entire data centre and advanced functionality of VMware tools offer a detailed overview of all processes in the infrastructure, helping to discover any security risk early.

