



#### Cloud Service Provider

Ensono

#### Partner Tier

VMware Cloud Service Provider -  
Pinnacle

#### Customer

Large Risk Analytics Corp

#### Industry

Insurance data analytics

### Customer challenges

- Complexity of transitioning to an efficient hybrid cloud environment
- Managing technical debt
- Achieving operational efficiency
- Balancing constraints of IT organization while delivering an environment on time and on budget
- Managing high licensing costs from oversized physical load balancers
- Need for scalable load balancer to meet future requirements
- Need to simplify disaster recovery process and improve RTO time

## Risk Analytics Company Modernizes IT Operation with Ensono's VMware-based Private Cloud Infrastructure

### Executive summary

A leading risk analytics corporation faced significant challenges with aging systems that were inefficient, unable to scale, and cost prohibitive. These outdated systems resulted in slower application development cycles, putting the company at a competitive disadvantage. The organization required a solution that would simplify operations, enable on-demand scaling and deployment, and allow development teams to innovate faster, ultimately reducing time to market for new products.

The company sought a partner capable of modernizing their IT infrastructure consumption model, allowing their teams to focus on business growth and application development. Partnering with Ensono, they transitioned to a VMware-based Hosted Private Cloud solution, built around the core capabilities of VMware Cloud Foundation (VCF). The solution was designed with flexibility, offering both co-managed and self-managed infrastructure models to deliver cost savings and improve business agility.

Ensono's Hosted Private Cloud provided the highly resilient platform the corporation required, enabling a software-defined data center designed to accelerate innovation. The design allowed the company to avoid significant hardware investments, preventing the accumulation of additional technical debt while improving overall operational efficiency. With this modernization, the corporation achieved scalable infrastructure that supported both rapid innovation and reduced time to market, putting them back on track in a competitive industry.

### Legacy systems causing inefficiency

A leading global provider of strategic data analytics for the insurance industry, the corporation helps clients enhance operational efficiency, optimize underwriting and claims outcomes, combat fraud, and make data-driven decisions on global risks, including climate change and environmental, social and governance issues. However, their reliance on aging hardware systems was causing significant inefficiencies, hindering their ability to deliver timely insights to clients in the insurance, energy, and financial services sectors. They needed to

### Customer outcomes

- 20% reduction in storage costs with vSAN when compared to traditional array-based storage
- 50% reduction in cost compared with legacy load balancers
- Software-defined data centers allowing scalability to accommodate future growth
- Just-in-time provisioning with load balancer capabilities available with just a few clicks
- Automation and orchestration with hybrid cloud support
- Reduced infrastructure overhead
- Technical debt elimination

### Ensono highlights at-a-glance

- VMware-multi-site private cloud platforms with standard and customizable options
- Shared and built to order dedicated Private Cloud solutions
- Fully automated private cloud ALB, with multi-cloud LB and real-time application analytics
- 300+ mainframe and hybrid clients with multiple mainframe clients using NSX
- Average 11+ years client relationships

move away from managing their own data center operations to focus more resources on their core business, seeking a managed private cloud solution that would offer scalability, cost-effectiveness, and flexibility to support growth while reducing operational complexity.

Ensono was chosen as the ideal partner to address these needs. The company transitioned to a VMware-based Hosted Private Cloud, leveraging Ensono's deep expertise in cloud infrastructure. This solution enabled the corporation to reduce operational overhead, scale seamlessly, and focus on their business while improving performance and reliability. By partnering with Ensono, the client not only reduced costs but also gained the flexibility to support innovation and future growth, ensuring that they could continue providing advanced analytics and risk mitigation solutions to their clients globally

### Ensono Private Cloud improves business agility while avoiding CapEx expenses

The client chose to migrate to Ensono's Multi-Cloud Enablement Service, the next generation managed private cloud platform, built using the foundational elements of VMware Cloud Foundation (including VMware vSphere®, VMware NSX®, VMware Avi Load Balancing, and VMware vSAN), in addition to VCF Advanced Services products such as VMware Live Recovery and VMware vDefend Firewall. This move provided an array of options for services, storage, security and computing that accelerates the client's infrastructure modernization. The client benefited from Ensono's deep expertise in data center migrations, consolidation, and transformation within a complex Hybrid IT environment. They can now meet their prescriptive security and compliance requirements by leveraging Ensono's Hosted Private Cloud while increasing speed-to-deployment and having the ability to access a range of services that provide maximum flexibility for its IT infrastructure today and as their business evolves.

Ensono's solution enabled their client to decommission its fixed (or limited), hardware-based IT systems and modernize with a private cloud solution backed by VMware's software defined data center solution, VCF. Outsourcing their data center footprint removed layers of management overhead and upkeep, allowed them to shift their IT resources from CapEx to OpEx, provided elastic scalability of infrastructure with shorter procurement cycles, and ensured they only pay for what they used vs. expensive overprovisioning.

### Supporting clients' infrastructure modernization

As a part of the VMware-based hosted private cloud, Ensono provided the client with dedicated VMware vSAN infrastructure, managed private cloud, infrastructure services, advanced networking, load balancing and security services. Beyond the self-service portal capabilities of VMware Cloud Director and infrastructure as a service, Ensono has also developed and delivered

### VMware by Broadcom solutions offered

- VMware Cloud Foundation:
  - VMware vCenter
  - VMware vSphere (multi-tenant shared private cloud + dedicated private cloud)
  - VMware vSAN
  - VMware Cloud Foundation Operations
  - VMware NSX
  - VMware Cloud Director
- VMware vDefend Distributed Firewall and Gateway Firewall
- VMware Avi Load Balancer

additional workload deployment automation tools, workload assessment and migration services. As a trusted partner, Ensono will continue to provide expert guidance and support, enabling the client to stay at the forefront of technology and drive digital transformation in their industry.

Ensono delivered a fully integrated hyperconverged infrastructure within their private cloud solution, enabling flexible deployments with high performance. This enhancement made Ensono's offerings more cost-effective and feature rich.

### Ensono offerings resolve client network demands and deployment inefficiencies with VMware NSX®

Ensono harnesses the value of VMware NSX to speed deployment, improving flexibility and simplification of network operations through automation and centralized management of the client. Ensono Private Cloud has reduced their client's dependencies on physical network infrastructure using NSX to deliver software-defined network services faster and with fewer resources and zero configuration errors. Ensono has significantly enhanced the security design for their private cloud across multiple locations. These security improvements ensure operational continuity with simplified and more granular security including east-west traffic protection and isolation.

Ensono's Architecture and Engineering team has automated Disaster Recovery configuration, replication, testing and activation using VMware Cloud Director Availability, VMware Avi Load Balancer and NSX APIs. This provides operational efficiencies and reduced maintenance costs as well as providing consistency and reliability across the platform. Ensono utilizes NSX software-defined networking as the foundation of their data center networking services, delivering value-added capabilities vs a traditional physical network.

### Ensono's vSAN Storage is a flexible model with improved cost to performance ratios

With Ensono's vSAN all flash (NVMe) storage solution the client achieved approximately 20% cost savings compared to their traditional array-based storage, along with significant improvements in storage performance throughput and IOPS. The client also has the flexibility to expand their dedicated Ensono infrastructure storage and RAM resources by adding storage drives or RAM DIMMs to existing hosts (scale vertically) or by incorporating additional hosts (scale horizontally). These modular building blocks enable the client to expand storage, RAM or hosts as needed and in a cost-efficient manner.

Ensono's vSAN solutions delivered unparalleled performance and scalability for their client, ensuring that their client's business is able to support the most demanding workloads with ease, and provides seamless integration and enhanced efficiency, making it the ideal choice to modernize and optimize their IT infrastructure.

“Ensono’s implementation of VMware Cloud Foundation (VCF) components within our Private Cloud services has garnered enthusiastic feedback from our clients. The seamless integration of compute, storage, networking, security, and advanced load balancing provides our clients with rapidly deployable solutions and adaptable infrastructure to meet their evolving needs.”

Steve Nolen  
Senior Product Manager  
Ensono

## Quickly provision the Avi Load Balancer with just a few clicks

The client is now able to provision their new VMware Avi Load Balancer (ALB) solution as an Advanced Service to VCF from Ensono with a few clicks, infinitely better than the traditional option which typically takes weeks or months and can suffer delays due to hardware procurement. With Ensono’s ALB solution the client benefits from optimized performance, a better user experience and improved application delivery, scalability, with a cost savings of over 50% compared to their legacy load balancing solution. When modernizing the client’s operation Ensono replaced redundant physical load balancers in multiple sites, and eliminated the technical debt associated with them.

Ensono Hosted Private Cloud uses VMware Avi Load Balancer (ALB) to empower the client with a fully automated, software-defined application delivery controller capable of cloud-agnostic load balancing, ingress security and real-time application analytics across any cloud. They now have a future proof solution that can scale and support significant growth without additional hardware and technical debt.

Their solution with Ensono offers dedicated and shared ALB in a high availability configuration with a full range of advanced capabilities.

## Ensono overview, offerings and client business outcomes

Ensono is an expert technology advisor, innovation partner, and managed service provider. As a relentless ally for their clients, they partner closely with enterprises and government clients to transform their organizations, create new and disruptive solutions, and optimize their IT operations to achieve better business outcomes. Headquartered in Downers Grove, Illinois, Ensono serves clients across various industries, including highly analytical sectors such as finance and insurance.

Ensono offers adaptive solutions for client-centric workload flexibility and enables their portfolio of services across mainframe, complex legacy systems, and hybrid-cloud environments with personalized solutions that enable clients to achieve their business goals. Ensono’s Advisory and Consulting group has proven expertise in hybrid solutions that span mainframe and mid-range services, public cloud and private cloud, infrastructure, security, and application modernization. Their client-first approach enables clients to choose service levels based on business fluctuations.