



### Industry

Information technology and services

### Headquarters location

Limerick, Ireland

### Employees

51–200

### VMware footprint

Tanzu CloudHealth®  
Tanzu CloudHealth for Partners

### Key features

Professional Services  
Perspectives  
Policies

### Clouds

AWS, Azure

# Asystec Limited Delivers Enhanced Service Offering with VMware Tanzu CloudHealth

Asystec was founded nine years ago as a data management solutions company with a heavy focus on the design and deployment of enterprise storage systems. Over the past five years, the company has transformed into a VMware software-defined data center powerhouse, with 14 different solutions competencies, leveraging VMware technology at the end-user, app and data center levels. Asystec’s transformation has recently been recognized with [the VMware UK and Ireland 2020 Transformational Partner of the Year Award](#).

## Expanding cloud services

Asystec began the journey to become a cloud services organization two years ago and has since continued to transform along with their customers. Building out assessment, design, deployment and operational services in a multi-cloud arena, including Microsoft Azure, Amazon Web Services (AWS), and Google Cloud Platform, was challenging. As the cloud services business expanded, Lucas Da Silva, cloud engineer at Asystec, took on an engineering role to drive new business opportunities for the company.

Asystec customers are in various stages along their cloud journeys, with some starting to think about cloud migration and others operating completely in the cloud. A few of Asystec’s more mature customers have highly skilled cloud teams that host live production workloads in both AWS and Azure. Asystec analyzes customers’ environments to understand their unique infrastructures and create tailored strategies to best fit each company’s business operations.

To deliver a robust set of services and better accommodate their customers’ needs, Asystec decided to implement a multi-cloud management platform.

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“[Tanzu] CloudHealth has been a major selling point for Asystec services.”

Lucas Da Silva, Cloud Engineer, Asystec

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## Leveraging the VMware relationship

Asystec has a very strong working relationship with VMware, which led them to Tanzu CloudHealth. The team felt it was a natural fit to expand their usage of the VMware toolset by implementing Tanzu CloudHealth. “When looking for a multi-cloud based solution that could offer both on-premises as well as all of the major cloud services providers, [Tanzu] CloudHealth was a clear winner during our evaluation,” Lorne Chedzey, head of cloud and infrastructure at Asystec, shared.

“Our cloud division leader conducted market research and evaluated multiple alternatives. [Tanzu CloudHealth] is the most complete product out of the bunch,” Da Silva said. Da Silva also stressed the ease of use of the Tanzu CloudHealth platform: “Other cloud management platforms don’t have such a straightforward implementation.”

Asystec positions Tanzu CloudHealth to customers as a complementary solution to their cloud engineering services that improves overall cloud operations.

Tanzu CloudHealth is integral to Asystec’s business motion and practices. Asystec is able to sell services to their customers with the cloud management that Tanzu CloudHealth provides.

## Optimizing with Tanzu CloudHealth

The Tanzu CloudHealth cost optimization features provide important visibility into Asystec’s customers’ environments. Asystec relies on the unique Perspectives capability of Tanzu CloudHealth to group assets and analyze customers’ cloud costs. Perspectives allow different roles within an organization to measure and evaluate the business from viewpoints that make the most sense to them.

“Being able to look at cost from different perspectives is incredibly valuable,” Da Silva said.

Policies are also crucial for Asystec’s business success. They enable Asystec to look at different aspects of their cloud footprint, identify where they can optimize, and report on those findings. “Reporting capabilities within [Tanzu] CloudHealth are amazing,” Da Silva shared.

Tanzu CloudHealth provides granular cost visibility and simple usability for Asystec customers. “We really believe that [Tanzu] CloudHealth is a very complete product that helps customers with a cloud footprint or customers who are thinking of migrating to the cloud,” Da Silva said. Tanzu CloudHealth has been a main player within Asystec’s cloud operations business.

## Easy implementation with Professional Services

When Tanzu CloudHealth was first implemented, Asystec lacked in-house experience to deliver services to their customers. Da Silva’s team had two main implementation goals: Deploy Tanzu CloudHealth to customers with reporting needs, and enable Asystec to perform future deployments. That’s where VMware’s Tanzu CloudHealth Professional Services team came into play.

Professional Services has been instrumental to the success of Asystec and their customers. Professional Services leads customer workshops and helps Da Silva build skills and experience developing processes with Tanzu CloudHealth. Professional Services ensures projects are delivered to customers successfully and that Da Silva is up to speed on projects and repeatable processes.

There are challenges within all projects, and when Asystec met a challenge, Professional Services was always there to help.

Da Silva looks forward to continued growth with Tanzu CloudHealth and truly believes in the business value: “I’d definitely recommend [Tanzu] CloudHealth and Professional Services to any customer whenever I have the opportunity.”

For partners seeking guidance on how to build Tanzu CloudHealth into your service offerings, please contact your Channel Account Manager or email [cht-partners@groups.vmware.com](mailto:cht-partners@groups.vmware.com).