CloudSphere

CloudSphere Chosen as the Cornerstone Solution for OneNeck IT Solutions' Assessment Teams

CloudSphere's Discovery and Service Mapping Used to Continuously Monitor Customers' IT Hybrid Estate for Changes and Optimization Opportunities

HIGHLIGHTS

OneNeck IT Solutions provides customers with a single source for managing IT solutions spanning cloud migrations, migration assessments, data center management, and managed services for cloud or on-premises deployment.

CloudSphere gives OneNeck the automated data and insights into their clients' critical business services and complex hybrid environments to plan and accelerate their clients migrations and transformations—with a service-first strategy.

THE PROBLEM

To support the growth of OneNeck's managed services around cloud migration, management, and data center transformation, OneNeck's Cloud Infrastructure team was looking for a solution to speed up cloud migration and data center transformation assessments. Previously, OneNeck had been manually mapping their customers' hybrid IT estates—leading to cost and schedule overruns. Other tools that were evaluated required third-party agents be deployed to all of the customer's servers. They also came with higher costs and the need to be removed at the end of the engagement, causing further disruption and maintenance windows.
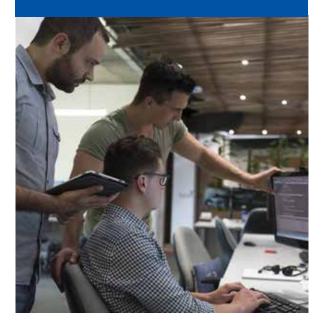
To begin migration planning, OneNeck's infrastructure team performs a full hybrid IT estate assessment, analyzing all the services, applications, and infrastructure running in their customer's environment. This often included interviewing application owners, manual mapping, and spreadsheets with inventory details and basic discovery tools only delivered a partial picture, with no service context. This made it challenging to plan move-groups.

"The biggest overall challenge for us to solve was how could we assess our customers' hybrid IT estate, from a critical business service perspective, while understanding dependencies—both servers and other services," says Dan Kepplinger from OneNeck. "We had been doing this manually, and knew we had to find a faster solution to support our customers' needs and the growth of our cloud business. Most of the discovery tools we evaluated would only discover virtual machines, with no service context."

THE SOLUTION

CloudSphere delivered value from day one.

"We were looking for a complete discovery solution for our cloud migration assesssments that met some very specific criteria for our group. The solution needed to be agentless, with minimal impact to data center resources and business critical workflows. It also needed to be simple to install, with fast, automated results to cut down on manual mapping efforts. CloudSphere met all of our requirements and more," says Kepplinger.

The data and insights into service dependencies were key in helping OneNeck build a cloud migration strategy with their clients. "With CloudSphere we now are able to come to discussions with our clients with an accurate map of their hybrid IT from a top-down service level to infrastructure components. We are also able to help our clients understand the shadow and rogue IT elements that they had no idea about, making the migration strategy much more accurate and faster in the process."

THE RESULTS

Since implementing the CloudSphere platform, OneNeck has saved time and seen immediate ROI by speeding up cloud migration assessments, and identifying the crucial service dependencies needed to plan an accurate roadmap for cloud migration and disaster recovery.

"With a single click, I can view service dependency maps, and drill in to see any infrastructure shared with other critical services," says Kepplinger. "The CloudSphere UI is simple to use, and gives fast insights into our clients' environments—and all from that service perspective which we did not have before."

CloudSphere is now the cornerstone solution for OneNeck's assessment teams whether they are moving their clients to Azure, managed Azure, or their own private cloud. CloudSphere's discovery and service mapping is also being used by OneNeck to continuously snapshot their customer's hybrid IT estate to monitor for change and optimization opportunities.

"If time-to-market with fast, meaningful results is important, then CloudSphere delivers."

For more information about CloudSphere's Cloud Governance solutions, contact us at:

+1 855 786 7065
sales@cloudsphere.com

US Headquarters:
5150 El Camino Real, Suite E30
Los Altos, CA 94022

cloudsphere.com

CloudSphere