



CASE STUDY

# All-In-One Managed Security Service Provider



[cloudfirst.host](https://cloudfirst.host)

CloudFirst supports a chip manufacturing client with seamless transition to an enhanced cloud strategy for enterprise without limits.

## Customer Overview

This chip manufacturer is a cutting-edge provider of IC solutions that enable emerging mmW markets and active antenna-based solutions. Founded in 1999, they have continued to push the limits of silicon technology to offer industry-leading ICs, system architectures, and semiconductor technologies to solve the toughest engineering problems.



### Challenges Of Finding The Right Managed IT Security Services

- ▲ The customer had outgrown their current provider and had many service issues regarding support, responsiveness, and performance.
- ▲ They struggled to maintain cost controls given the demands of the business.
- ▲ The customer sought a balanced co-managed partnership between third-party service providers.
- ▲ They have a diverse geo-footprint with over 250 endpoints and needed a secure VDI solution with endpoint protection.
- ▲ The customer needed a solid hybrid disaster recovery solution with RTOs/RPOs that aligned with the requirements of the business, both operationally and financially.
- ▲ The customer had limited resources, making it difficult to keep up with maintenance, patching, and scaling.



### How We Delivered

- ▲ CloudFirst is an industry leader in VMware experience, expertise, speed of engagement, and delivery flexibility.
- ▲ CloudFirst was able to bring innovative technology solutions to solve both known and future challenges.
- ▲ CloudFirst demonstrated professionalism, attention to detail, and access to technical resources throughout the sales process.
- ▲ CloudFirst is a "one-stop shop" for all VMware, Veeam, Horizon, and other data security services.

### Impact On Data Security

- ▲ The customer gained significant improvements in support and performance, allowing them to better analyze their production and make changes more quickly amid evolving conditions.
- ▲ The customer was able to migrate off AWS GovCloud with lower costs and better performance.

### Solution

- ▲ VMware vSphere & vCloud Director Private Cloud Environments
- ▲ VMware Horizon/DaaS
- ▲ Veeam Cloud Backups
- ▲ ITAR Compliance

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