

This company is the most diversified healthcare company in the United States and a leader worldwide.

They have a spirit of innovation and this extends to their technology philosophy, so when they learned what was going in the cloud arena, they wanted to know more. They brought in one of their technology vendors to discuss their various cloud options. The presentation elicited a lot of enthusiasm from the IT team, who wanted to move forward quickly. However, the Line of Business (LOB) side of the house had major concerns about the potential risks involved in moving to the cloud. While they appreciated the benefits that cloud could deliver, they wanted real data to show them that cloud would work for their business and their applications. That's when CloudGenera became involved.

First of all CloudGenera was able to convince the various stakeholders that collaboration was the key to cloud success. They assembled the client's team and made sure to address the needs of each area and ensure all parties felt they had an equal seat at the table. Then CloudAssist, our cloud application assessment engine, was used to qualify an application that had been selected by the LOB. CloudGenera demonstrated that it was completely appropriate to move this particular application to the cloud. Using CloudAssist, the technology vendor and the CloudGenera team were also able to perform TCO studies, comparisons, and security and compliance checks to make sure that any change created by moving to the cloud would be a change for the better. Complex analyses that used to take weeks or months were done in minutes. CloudAssist simplified



and streamlined the decision-making process when it came to selecting which cloud approach was right for this client.

The technology vendor enjoyed the benefits of an accelerated sales cycle because of CloudGenera's ability to:

- Provide tangible proof of application performance, overcoming LOB hesitations and removing obstacles to the cloud journey
- Quickly identify the cloud approach that was right for the client, dramatically reducing the time needed for decision-making