

# Business leader transforms to save \$100M in 5 years

## CLIENT

This client helps customers and partners to accelerate growth and improve their business performance through the power of data and analytics. With an extensive international network, 5,000 employees around the world and a data cloud comprising 330 million business records, curated and updated daily, it is the established global leader in commercial data and insight, serving almost 90% of the Fortune 500™, and organizations of every size and sector.

## CHALLENGE

The company has grown, in part through strategic acquisitions, and in recent years has undergone regular restructuring, to make its wealth of business data work harder and to open new channels to serve additional customer needs. In February 2019, it was itself acquired by a multi-partner investment group, taking the business private and headed by a new leadership team.

“We’re constantly striving to drive customer value by leveraging our data and combining it with our customers’ data to create new insights and capabilities to solve business problems,” explains a company spokesperson.

“Our customers want very quick and easy access to our data and as a result, we’re now an API-driven company so that they can easily connect to us. After going private in early 2019, our new management team is very interested in innovations, capabilities, and opportunities.”

Ensono managed a complex environment for this client and its growth through acquisition brought unique challenges, in both technology and operations. It has more than a dozen data centers and server footprints across the globe as well as a large team that manage those environments. This dispersed infrastructure means that the company is not as quick, not as agile and not as cost effective as it could be and required more money, more time and more people than necessary to develop and launch new products and services.



## HIGHLIGHTS

### CLIENT

World-leading provider of business intelligence.

### CHALLENGE

Technical and operational challenges that limit agility and speed of data to its customers.

### MARKET CHALLENGE

Many leading companies in this vertical are digitally transforming to achieve four critical objectives:

- a) engage customers
- b) empower employees
- c) optimize operations
- d) transform products and services

### SOLUTION

Ensono Reimagine Program, Ensono Cloud Transform, Fully Managed Mainframe, Fully Managed Infrastructure, Fully Managed OS, Professional Services such as Media Handlers, JCL Code Promoters, Dedicated PMO.

### RESULTS

At various points during the partnership:

- \$100M cost savings over five years
- Higher availability, improved security and a simplified environment

## SOLUTION

Ensono began by re-imagining the existing environment and identifying all of those areas where real impact could be made – the ‘transformational plays’. It was very important to have a strategic alignment of approach and understand that the right platform for each workload may be different.

The Ensono Cloud Transform framework was applied to the company’s large public cloud environment. As part of this transformation, Ensono is taking on the management and ongoing optimization of the public cloud environment, moving legacy workloads into public cloud, refactoring them and making them more agile and faster.

In particular, this client is looking for Ensono to be its key innovation partner, advising on the ‘art of the possible’, to ensure it retains both its pre-eminent position in the marketplace - and its reputation as a trailblazer, delivering the new insights and perspectives that its clients value most of all.

## RESULTS

Using the Ensono Cloud Transform Framework, an ideal future state of its primary workloads is being mapped out, to deliver more speed and agility. Through Ensono Envision, an IT insights platform, a forensic understanding of the performance of the cloud infrastructure is now available, enabling swift, informed decision making. Ensono predicts that its interventions will save \$100 million in IT costs over the next five years.

In the early years of the partnership, Ensono’s expertise enabled a range of performance improvements, monthly IT cost savings of \$2 million and a doubling of the company’s storage capacity.

Now the partners are collaborating on the next stage of the client’s digital transformation, planning for the reduction of 14 data centers across the US and Europe to just four, enabling streamlined management and close control of the environment.

“Ensono is helping us accelerate capabilities in different areas. We always want to work with people that roll up their sleeves and get into the details of what it takes to come up with really good solutions. It’s about joint solutions and coming to the table and putting forward our best expertise. So, as we continue to transform with Ensono, we’ll see higher availability, improved security, and a simplified environment, which are great outcomes.”