

Onstak ([www.onstak.com](http://www.onstak.com)) is an advanced global IT managed services provider (MSP) that offers its customers greater operational agility, governance, and integration for business-critical applications and platforms across complex infrastructures. The company specializes in supporting IT enterprises by optimizing cloud architectures, automating processes, promoting DevOps culture, and modernizing data centers. Onstak's experts use iQuate technology to provide transformational service offerings that grow business value.

### THE CHALLENGE

A global enterprise with a 100-year history of success and leadership came to Onstak to create a comprehensive disaster recovery (DR) program for its entire IT estate. Plans include building a hybrid disaster recovery plan using on-premises and public cloud resources. The project came with some significant challenges. Along with their formidable history, Onstak's client also had a rich and complex IT estate made up of a variety of legacy assets built up over decades of growth.

Their heavily distributed IT universe included eight data centers, each with layers of applications and infrastructure. Just determining the current state would be a considerable, but necessary, task. Both Onstak and their customer knew that they couldn't just move the many layers of legacy apps and resources in a lift-and-shift process. This would lead to new problems, including higher cost and greater risk.

### THE SOLUTION

Onstak needed quick and reliable insight into the multi-layered IT estate to get started. Their expert team approached iQuate for help. "We needed an automated solution that would give us the fastest and most accurate discovery possible for clear visibility across such a complex and mature environment," says Kiran Kumar Basavaraju, CTO, Onstak. "It had to be simple to use and highly adaptable."



Onstak brought in iQCloud from iQuate to automatically create business service maps with their interdependencies. "We started with a single data center," explains Basavaraju. "The customer estimated that they had about 60 applications running in this environment. We quickly discovered that they actually had more than 220 applications running—many of which were obsolete, duplicated or not used at all. iQCloud showed us everything." This single step in discovery dramatically simplified the DR plan and opened doors to additional improvements and efficiencies.

Onstak seized the opportunity to modernize the complex IT estate by removing outdated or obsolete applications, streamlining technology and optimizing infrastructure. Once this was complete, they could implement an effective and efficient DR program. Their customer was surprised and delighted. The initiative was more successful than they could have imagined.

# CUSTOMER SUCCESS: ONSTAK

When the Onstak team expanded their view to other data centers, they discovered 45 critical apps were shared with the one they initially scanned. They found more obsolete and unused resources and exposed processes that were no longer required. Onstak quickly built a comprehensive view of the entire estate that could be used to build the DR program and more effectively manage the enterprise going forward.

## RESULTS

“iQCloud quickly gave us the details we needed to make a huge difference for our client,” Basavaraju says. “In just two weeks we had visibility that would have taken us at least two months of manual discovery effort before. We automated 80% of the application discovery process to deliver 75% cost savings to the customer. Now, we’re exploring additional services we can provide based on insight from iQCloud.”

“iQCloud eliminated the significant challenges of finding interdependencies in complex IT estates,” explains Basavaraju. “We didn’t have to go searching for data sources or engage in exhaustive interviews to get details about what was really going on in the IT estate. This clears the path for better disaster recovery, data center transformation, migration to the cloud—many different and valuable services. iQCloud is a great technology to support a long list of our clients’ most important initiatives.”

## THE IT UNIVERSE VIEW



## LEARN MORE NOW

If your organization is on a mission to migrate to the cloud with the goal of increased agility, speed, and a competitive advantage using a variety of technologies, you can't afford to miss what iQCloud can do for you. Schedule your free demo today and discover a smarter, faster, and clearer way to the cloud.

Visit [www.iQuate.com](http://www.iQuate.com) to schedule your demo today

