



# CCSI Enhances IT Services with VergeIO and Leostream



Founded in 2017, Cloud Compliance Solutions, Inc. (CCSI) provides its clients with a complete suite of cloud-related IT and Compliance services for all operational and compliance requirements. Offering its clients a single vendor option allows CCSI to deliver more accurate and cost-effective IT and Compliance solutions that significantly reduce operational and audit costs. Some of CCSI's critical services include:

- Desktop as a Service (DaaS)
- Infrastructure as a Service (IaaS)
- Disaster Recovery as a Service (DRaaS)

## **EXPLORING VMWARE ALTERNATIVES**

CCSI encountered significant challenges with VMware, even before the Broadcom acquisition. The company's growth had surpassed VMware's capabilities, necessitating a more scalable, high-performing, multi-tenant platform that could support denser environments with more powerful servers.

CCSI's decision to explore alternatives to VMware was driven by a strategic commitment to providing affordable services and the highest levels of customer satisfaction. The Broadcom acquisition of VMware introduced new licensing costs and models, requiring substantial upfront commitments. Additionally, VMware Horizon's uncertain future was a significant factor.

## **LEOSTREAM AND VERGEIO**

Knowing they needed a more efficient platform to continue offering affordable services, CEO Kelley Allen embarked on a mission to find alternatives to VMware, ESXi, and Horizon. Kelley first discovered Leostream, the provider of a virtual desktop connection broker and remote access platform. This software acts as an intermediary between users and virtual resources, identifying the ideal virtual desktop within the resource pool for each client upon successful authentication into the VDI environment. Leostream representatives suggested Kelley consider VergeOS as an alternative infrastructure platform to VMware.

VergeOS collapses the traditional IT stack (computing, storage, and networking) into an integrated data center operating environment. Its efficiency enables greater workload density using existing hardware while improving data resiliency.

The Leostream Platform provides feature rich privileged access control and gives customers hypervisor and display protocol options, allowing them to pick the “best-of-breed” technologies for their specific use case and easily migrate between solutions in the future. The Leostream Platform also protects customers from the unexpected license cost increases often associated with single-vendor solutions that lock customers into that vendor’s stack.

As a result, Kelley found two mature companies with stable code that were up to the challenge of replacing VMware throughout their infrastructure: Leostream and VergelO.



## **UPFRONT AND LONG-TERM COST SAVINGS**

The transition to VergelO/Leostream has brought substantial cost savings for CCSI, extending beyond mere upfront license reductions compared to VMware. VergeOS’s flexibility has allowed CCSI to optimize its existing hardware investments. The built-in VMware migration function of VergeOS swiftly converts VMware workloads to run under VergeOS, enhancing hardware performance and enabling more virtual machines (desktops) per physical server. This efficiency has significantly reduced the pace at which CCSI purchases new servers.

As sales grow and the need for new servers arises, CCSI can invest in fewer, denser, quad-processor servers with hundreds of cores without worrying about skyrocketing infrastructure software licensing costs. VergelO’s sensible licensing strategy charges only by the physical server, regardless of the number of processors or cores, ensuring cost-effective scalability.

## **SUPPORT UPGRADE**

According to Kelley, support has been “awesome.” He and his team have found tech support quick to respond and willing to see issues through, even if they aren’t directly related to VergelO. VergeOS’s efficiency makes Kelley and his team operationally more efficient.

## **PHASE I: - DESKTOP AS A SERVICE**

The first part of CCSI's transition from VMware to VergelO/Leostream focuses on the Desktop as a Service (DaaS) business. With competitors like Amazon AWS and Microsoft Azure, CCSI needed a new platform that would allow them to be more price-competitive and provide better support and service. Partnering with VergelO and Leostream enables that functionality.

Kelley has also seen a substantial increase in the virtual desktop environment's performance. For example, boot times have dropped by as much as 6X. What used to take multiple minutes under VMware is now measured in seconds under VergeOS. Kelley also reports better operational performance and interface.

## **PHASE II: GROWING IAAS**

VergelO enables CCSI to expand its services to larger companies. Many of CCSI's customers have limited or no full-time IT staff, making CCSI their de facto IT team. However, VergeOS's multi-tenant virtual data center (VDC) technology encapsulates a data center into a single object isolated from other virtual data centers or tenants while sharing the same hardware. VDCs also allow CCSI to attract clients with existing IT teams who want to maintain some control over their infrastructure.

CCSI enhances its Infrastructure as a Service (IaaS) offering by using VDCs to create customer tenants. These customers can be the primary IT managers while leveraging CCSI as backup IT support. Despite sharing the same hardware, these tenants are isolated from each other, ensuring that changes in one VDC do not affect another. This setup allows customers to manage their VDC as if on-premises, giving them control while ensuring that CCSI doesn't need to worry about one customer's admin impacting others.

## **PHASE III - POWERING DRaaS**

Lastly, CCSI wants to expand and simplify its Disaster Recovery as a Service (DRaaS) offering by leveraging VergeOS. DRaaS enables customers with on-premises IT infrastructure to leverage CCSI's infrastructure in a disaster. VergeOS enables customers to convert from VMware to VergeOS on-premises and save on licensing costs. Then, they can leverage VergeOS VDC technology to seamlessly replicate all the infrastructure components necessary to ensure a successful recovery in CCSI's data center in case of a disaster.

Additionally, VergeOS can support customers who want to or need to maintain their VMware licenses a bit longer since the VergelO migration utility supports WAN-efficient data transfer. If a customer experiences a site outage, CCSI can quickly start them up in their environment.

## CONCLUSION

The strategic partnership between CCSI and VergeIO/Leostream has transformed CCSI's service portfolio. Transitioning from VMware to VergeOS and Leostream has resulted in significant cost savings, optimized hardware use, and enhanced operational efficiency. This shift has enabled CCSI to offer more robust and scalable services, including superior Desktop as a Service (DaaS), Infrastructure as a Service (IaaS), and Disaster Recovery as a Service (DRaaS).

VergeOS's multi-tenant virtual data center technology and Leostream's virtual desktop broker have empowered CCSI to provide better performance and improved customer control. This partnership exemplifies CCSI's commitment to innovation and customer satisfaction, ensuring it delivers high-quality, affordable, and reliable IT solutions.

