# Burwood Group

Accelerates AWS adoption for its customers by providing a robust security and governance framework

burwood group, inc.

**INDUSTRY**

Information Technology and Services

**SIZE**

201-500 employees

**HEADQUARTERS**

Chicago, IL

**YEAR FOUNDED**

1997

## KEY OUTCOMES

» Increased time to market for their cloud consulting and operations practice for AWS

» Robust governance and policy framework, specifically for their customers in healthcare to accelerate adoption of AWS

» Implement financial governance to optimize their AWS footprint

» Offer orchestration services to customers on-demand and with a minimal learning curve

» Topline growth with revenue streams from new customers and additional services

## INTRODUCTION

Burwood Group is an innovative, culture-driven, industry leader, partnering with customers to accelerate and simplify cloud management. Burwood Group leverages automation to help IT departments move from labor-intensive, custom-built environments to rules-based, automated deployment and management processes. They pair existing IT investments with the cloud to create agile infrastructure environments.

## BURWOOD'S CHALLENGES

With over 170 customers in healthcare, manufacturing and financial services verticals, Burwood sees opportunities in the industry to enable their customers' adoption to the cloud. Burwood's infrastructure and operations management services gives organizations the confidence they need to address challenges such as security, difficulty managing cloud spend. Challenges they have been grappling with include

» Addressing governance and security-oriented issues their customers face in healthcare, and manufacturing verticals to enable them to adopt the cloud more aggressively. Remediate and fix non-compliance on time

» Making it easier for their customers to implement governance. Providing a clear view of their current state of AWS with an actionable dashboard and automating workflows to retain the DevOps flexibility

» Delivering a complete set of intelligent cloud management and orchestration services for businesses, with the ability to make data-driven decisions around instance choices, and placement of workloads

> After evaluating several cloud management platforms, the robustness of the latest release from HyperGrid quickly made it rise to the top. With HyperCloud™, and the fact that HyperGrid has proven to be a true partner, we can quickly design, launch, and sell new services on public cloud like AWS. This creates new revenue streams and streamlines internal management for public and private clouds, as well as containers, into a simple, single platform.
>
> - Chris Pond
>    President of Cloud Services

## CHOOSING THE RIGHT PARTNER

Burwood chose HyperGrid out of the many cloud management platforms they evaluated. Of the cloud management providers that were considered, Burwood found that with HyperGrid they had a partner that was invested in their success. With expedited migration assessments, they were able to fast track their cloud strategy to make AWS a part of their Cloud Management Services portfolio.

## BUSINESS OUTCOMES WITH HYPERGRID

Today HyperCloud™ serves as the cornerstone of Burwood's cloud orchestration services. They are now able to offer services such as Cloud Cost Optimization, Cloud Security Governance and Optimization as part of their broader services portfolio.

HyperCloud™ was a perfect fit for what their organization was looking for in terms of technical capabilities, and complemented the skill-sets of their IT personnel.

» **Top line growth**: With revenue streams from new customers and additional service offerings. By reducing provisioning time to minutes, they were able to decrease on-boarding times for their customers significantly

» **AWS Best Practices**: Implement AWS best practices, based on AWS Config and custom rules for each customer and, take automated remediatory steps on non-compliant resources.

» **Trusted Cloud Advisor**: Deliver a breadth of cloud capabilities to their customers all under the protection of a robust governance and policy framework with policy-based automation.

» **Democratize Cloud Insights**: Make it easy for the customers' DevOps teams to make the right choice by relaying cost versus quota information through a detailed compliance dashboard

| ↓ Provisioning Times | ↓ Operating Costs | > 100 Compliance Policies |
|---|---|---|
| For their customers, from weeks to minutes | 65% reduction with optimizations based on recommendations | Implemented based on AWS Config rules and customer requirements |