

MetricStream

Accelerates customers' cloud adoption, powered by HyperCloud, an intelligent cloud management platform

MetricStream

INDUSTRY

Enterprise Cloud Governance, Risk and Compliance

SIZE

1000 - 1500 employees

HEADQUARTERS

Palo Alto, California

YEAR FOUNDED

1999

- » 35% - 60% cost savings for their customers leveraging HyperCloud™
- » Seamless management of their AWS environment and their on-premises infrastructure with strict governance and control
- » Implemented robust governance and policy framework to accelerate customers' adoption of the cloud
- » Manage their customers apps on the cloud with optimal reliability, security, and scalability
- » Topline growth with revenue streams from new customers and additional services

INTRODUCTION

MetricStream provides enterprise and cloud apps for Governance, Risk and Compliance (GRC), and the only company to be cited as a leader both by Gartner and Forrester. It enables modern and digital enterprises strengthen their risk management, regulatory compliance, vendor governance, and quality management while driving business performance. Leading enterprises across different verticals benefit from MetricStream's simple and modular approach to GRC.

METRICSTREAM'S GOALS FOR IMPROVEMENT

MetricStream takes a cloud first approach to business and has been focusing on making enterprise software solutions more risk-aware and well governed for their 350+ customers (Fortune 500, and Global 2000 brands, government agencies, international organizations). They want to:

- » Make GRC simple. Navigate a complex regulatory landscape and manage risks, improve compliance, and strengthen governance
- » Speed up data-driven decision making. Deliver a complete set of intelligent cloud management and orchestration services for AWS, with automation, security & governance and cost optimization capabilities
- » Bolster the company's cloud offerings while keeping costs low. Simple and seamless management of their AWS and on-premises infrastructure through a single pane for end-to-end visibility



We had apps and platforms that were all web-based before that were ready for the cloud; We had just never offered them in the cloud because there was this reluctance. You think of confidential data when it comes to GRC.

We now have a partner that puts us in the public cloud. It's with HyperGrid as a partner that we can truly realize the full potential of the cloud.

- Vidya Phalke
Chief Innovation and Cloud Officer



CHOOSING THE RIGHT PARTNER

MetricStream chose HyperGrid out of the many cloud management platforms they evaluated. Their evaluation spanned across multiple criteria included both technical and commercial evaluations, and lasted for several days. They chose HyperGrid as a partner that helped them offer AWS as an option and were able to complete implementation of their GRC Cloud in less than a month.

BUSINESS OUTCOMES WITH HYPERGRID

Today HyperCloud™ serves as the cornerstone of MetricStream's GRC Cloud. They are now able to offer cloud benefits to their customers who previously were reluctant to adopt the cloud.

MetricStream is now leading the charge in GRC innovations by enabling companies to accelerate the deployment of GRC apps on the cloud. With a single pane and end-to-end visibility they are able to provide options of AWS and on-premises infrastructure with a consistent user experience

- » Strict governance & control: Achieved consistent control through real-time monitoring and policy based automation, they are able to accelerate their customer's journey to AWS
- » Significant cost savings for their customers: With the introduction of AWS in their cloud portfolio, they achieved from 35% to 60% savings in costs on a monthly basis
- » Simple cloud management: Consistent management of their hybrid cloud with the ability to deliver a breadth of cloud capabilities all under the protection of a robust governance and policy framework

**Cloud Adoption**
With the ability to meet customers GRC requirements

**Cost Savings**
35% - 60% savings per month

**Real-time Monitoring**
Pin-point non-compliant resources and link to AWS account