



**CONSULTING
SERVICES**



**CLOUD MANAGED
SERVICES**



**HELPED GRAIL INSIGHTS ACHIEVE A SCALABLE AND
SECURE INFRASTRUCTURE WITH **CLOUD MANAGED
SERVICES****



CLIENT OVERVIEW

Grail Insights is a strategic insights consultancy that helps clients seize opportunities and respond decisively to market change by applying insights to any aspect of their business. A team of 250+ analysts, consultants, marketing scientists, technologists, data scientists and senior client services officers with deep expertise in a variety of sectors, including Consumer & Retail, Technology & Telecom, Healthcare, Industrial, Travel & Tourism, Professional Services and Financial Services, serving their customers from 17 cities worldwide.



CUSTOMER OBJECTIVES

Grail Insights is a leading global insights company with an unwavering focus on their clients' business success. Their client roster spans industries and technology has always been a key vertical for the firm. With the acquisition of ConStat, Grail's clients will see significant value in the form of tech-centric research consultants with deep knowledge of the tech buyer. Since the acquisition, Grail Insights wanted to onboard Constat as quickly as possible. So, the evaluation of cloud-based solution started to facilitate in the provisioning of infrastructure instantaneously to meet their business needs. We have been helping them since then in their journey adopt Microsoft Azure and its services to cater to their business needs.



CHALLENGE

The customer was not sure about the compliance and security on the cloud and wanted to know how Microsoft Azure can help them in providing a secure and scalable environment.



SOLUTION APPROACH

As the client was skeptical about cloud security our Azure certified professional explained the encryption of sensitive data, how VMs are protected from malicious threats with a secure network traffic meeting regulatory and compliance requirements in Azure cloud. We proposed Azure Virtual Machines and Security Independent Software Vendor (ISV) from Azure Marketplace to help the customer fulfill their business needs.



BUSINESS OUTCOMES

The proposed solution helped the customer save around 30% of the infrastructure cost and helped the business achieve better uptime and reduced effort to manage the infrastructure. Grail Insights with the adoption of Microsoft Azure could focus on their key vision of providing strategic insights consultancy helping clients seize opportunities and respond decisively to market change by applying insights to any aspect of their business without having to worry about IT infrastructure.



SERVICES USED

VIRTUAL MACHINES

CISCO ASA

AZURE FIREWALL

AZURE SQL

AZURE ACTIVE DIRECTORY



We were looking for a Partner with expertise in Managed services not just any reseller. Progressive was the partner of choice with managed services expertise on both the enterprise hyper scale cloud service providers. They have become our extended.



Dheeraj Sharma

Director Of Information Technology
Grail Insights

ABOUT PROGRESSIVE INFOTECH

Trusted IT partner since 1998, Progressive Infotech is a next-generation managed services company that provides comprehensive suite of transformation and support services. Progressive is constantly redefining the way IT services are being delivered and consumed with assured outcomes. Our rich portfolio of service offering spans across the hybrid IT infrastructure life-cycle making us different from a traditional Infrastructure or a cloud managed services provider (MSP). Our customers endorsing the value we add to their business, is the biggest testament to our promise of Experience Outcomes. With over 200+ clients, more than 1200+ professionals, and integrated 24x7 operation centers, we are uniquely positioned to help our clients accelerate their digital journey.



Experience the outcomes at www.progressive.in
For more information contact us at info@progressive.in