CORESTACK®

Virtusa Finds a Powerful Solution and Valuable Partner in CoreStack

This global MSP leveraged NextGen Cloud Governance to accelerate their business by turning pandemic challenges into opportunities.

When it comes to growing a business, Virtusa Corporation has been there, done that. Founded in 1996, this provider of digital business transformation, digital engineering, and IT outsourcing services now has more than 10,000 employees and a worldwide footprint with offices and delivery centers in the Americas, Asia, Europe, and the Middle East.

Using its domain expertise to deliver innovative technology solutions, Virtusa serves Global 2000 companies across financial services, healthcare, media and entertainment, technology, manufacturing, and other industries. The company is now focused on helping clients drive their own growth through digital-first customer experiences while modernizing their IT infrastructures to support digital transformation.
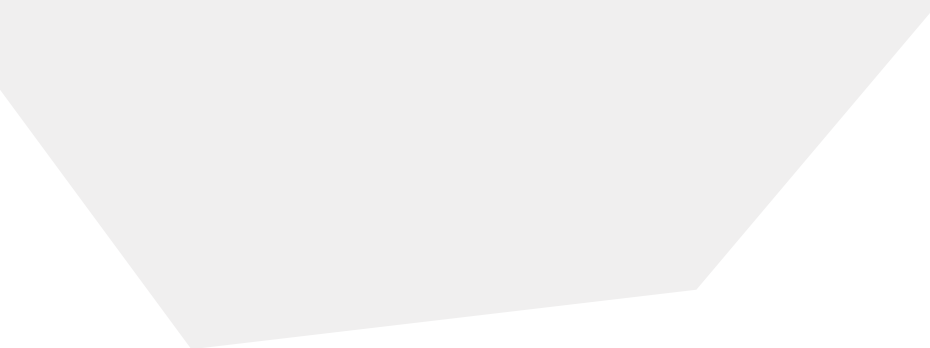
At a Glance

Challenges

- Lowering total cloud spend for end-customers

- Improving efficiency while providing new functionality

- Providing cloud governance across multi-cloud environments

CoreStack Solution

- CoreStack NextGen Cloud Governance FinOps, SecOps, and CloudOps solutions

Results

- Improved visibility, reporting, and speed of delivery

- Increased customer retention and enabled revenue growth

- Improved Virtusa's market position among cloud MSPs

For many customers, that transformation includes moving to the cloud, which can offer new features and flexibility as well as cost savings. Whether on AWS, Microsoft Azure, or GCP, Virtusa supports these clients with cloud-native engineering services, cloud migration, data and analytics, security, and much more.

"Cloud is definitely one of our key drivers," says Anirudh Joshi, Senior Vice President and Head of Cloud Americas at Virtusa. "And with our portfolio of innovative solutions and services, we help clients accelerate their cloud journey."

Turning Challenges into Opportunities

While many of Virtusa's global customers have migrated – and continue to migrate – to the cloud for cost-saving purposes, the pandemic has changed the math. Because of the impact on revenues, Virtusa's customers have put an even greater focus on lowering costs and increasing efficiency, even if it means managing IT in new ways. Virtusa was ready to take on the challenge.

"We saw an opportunity for Virtusa to address these challenges by delivering a more consistent cloud operating model," says Joshi. This world-class managed services business would deliver more efficient cloud services that help customers reduce overall spend while offering enhanced functionality. In the process, it would improve Virtusa's own value proposition and ability to scale in the global market.

To bring these services to life, Virtusa needed a comprehensive solution to manage its customers' cloud environments with a single pane of glass – a solution that could provide the necessary degrees of granularity, from a birds-eye view of all cloud accounts to a deep-in-the-weeds view with actionable recommendations and remediation across cost, compliance, security, and operations. That meant finding the right cloud governance partner.
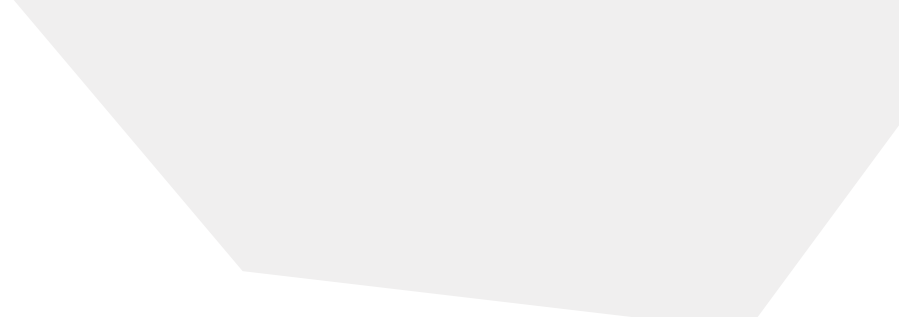
Selecting a Cloud Governance Partner

Finding the right partner to provide cloud governance was a critical step that Virtusa took very seriously. "The selection happened through a fairly rigorous evaluation process," says Joshi. "We first researched and spoke to analysts at top firms such as Gartner and Forrester, and we involved our business and delivery organizations in that process."

From these discussions, Virtusa engaged with seven vendors, conducting thorough technical and commercial due diligence with each one. The company ultimately chose CoreStack's NextGen Cloud Governance solution, which provides AI-powered multi-cloud governance capabilities across FinOps, SecOps, and CloudOps. CoreStack enables enterprises and MSPs alike to intelligently and proactively govern rather than just manage their valuable cloud infrastructures.

CoreStack provides comprehensive reporting, recommendations, and auto-remediation in a unified dashboard across the most complex and multi-cloud environments. Whether on AWS, Azure, GCP, OCI, or a combination of platforms, CoreStack extends and enhances cloud-native capabilities, giving organizations new levels of visibility into and control over cloud operations, and allowing them to identify and address issues before they become problems that impact users.

"CoreStack emerged as a final winner primarily because of its cloud-agnostic and multi-cloud capabilities," says Joshi. "The AI-focused platform and partner-friendly commercial model provided an added advantage."

Brian Castle, Senior Manager of Managed Services Delivery at Virtusa, agrees that CoreStack's capabilities helped set the solution apart from others in the market. "Quite a few technical aspects led us to choose CoreStack as our partner, including the opportunity for customization and white-labeling, the ability to create a single view and provide visibility across all operations like FinOps, SecOps, and CloudOps, and the integration with CoreStack's ecosystem and other third-party tools."

A Powerful Solution, a Valuable Partner

With compelling cost, security, operational, and compliance governance capabilities underpinned by intelligent automation, the CoreStack solution has had a significant impact on Virtusa's managed services business, from providing enhanced capabilities to driving customer retention and revenue.

"CoreStack has increased our speed of delivery, increased our visibility, helped us maintain SLAs, and enhanced our external and internal reporting capabilities," says Castle. "The partnership with CoreStack improves our clients' operational efficiencies, provides a better customer experience, and increases customer retention. Ultimately we've experienced bottom-line revenue growth."

Joshi attributes that revenue growth in part to CoreStack's partner-friendly business model. "Another benefit we see of working with CoreStack is the opportunity for joint upselling and cross-selling with integrated go-to-market sales strategy for our enterprise customers," he says. "This has allowed us to collaborate and give our sales teams ample support to generate and close new opportunities."

"It's been a fantastic journey so far – with a lot more potential," he adds. "For Virtusa, we were able to accelerate our managed services business and improve our market position among cloud managed services providers."

And Castle says these results are just the beginning. "We're looking forward to seeing how this partnership evolves, and to bringing more benefits to CoreStack, to Virtusa, and to our end-customers."

To learn more about CoreStack NextGen Cloud Governance or to schedule a demo, visit www.corestack.io or reach out to us at contact@corestack.io.

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CoreStack is an AI-powered NextGen Cloud Governance platform that enables enterprises to embrace cloud with confidence, rapidly achieving continuous and autonomous cloud governance at scale. CoreStack helps 750+ global enterprises govern more than $2B in annual cloud consumption. The company is a Microsoft Azure (Legacy) Gold Partner, Amazon AWS Technology Partner with Cloud Operations Competency, Oracle Cloud Build Partner, and Google Cloud Build Partner.