



**IaaS Case Study:**  
**Building Bespoke Foundations of Secure & Compliant Cloud Solutions**

How Fastcomcorp utilize the THG ICS Global Network Infrastructure for 'Infra Novus', an independent Cloud Platform specializing in Enterprise-Grade Security and Government Compliance



Fastcomcorp is a leading technology services provider that develop digital, cloud, and cybersecurity solutions designed for the requirements and industry compliancy regulations of their insurance, financial services, legal, and SMB clientele.

By ensuring that they understand the details of each industry's unique requirements and compliance obligations, and combining strong industry and technical knowledge with a user-friendly design philosophy, Fastcomcorp have produced products that have concrete business results.

Some of their highlights include improving their client's operational performance, delivering client products and services to market with greater efficiency, and effectively augmenting client business in both new and existing markets.

## **The Challenge:**

### **Forming Partnerships to Serve the Market**

***"We wanted to build something unique in the marketplace for our customers to cost-effectively protect their most sensitive workloads and data from cybersecurity threats."***

As they looked to develop their offerings to maintain high-quality, best-in-class, client-first service in an ever-changing market, Fastcomcorp's CEO Francisco Pinochet decided to develop a specialized cloud infrastructure that would prioritize security and industrial compliance, called 'Infra Novus'.

"We were trying to build a robust and secure infrastructure that was part of a resilient global network, and that would enable us to scale for many years to come", explains Francisco.

**INFRA NOVUS**

Infra Novus - The SaaS that simplifies  
Infrastructure, Security, & Compliance

This advanced cloud platform would be used internally, allowing them to optimize their own operations, whilst also being offered as a product to clients, enabling FCC to offer customers a secure, industry compliant cloud environment at an affordable price.

To develop Infra Novus into a market leading product, Francisco decided to combine their industry-leading expertise on international industry compliance and security with partnerships with market leading providers in cybersecurity, networking, and infrastructure.

Keen to develop a truly 'stand-out' product, Francisco and his colleagues set out evaluating potential partners who could bring the experience, expertise, and technologies that they would need to create a specialized, secure, and market leading cloud platform.

## **Going Global – Evaluating Network Infrastructure Partners**

Servicing a diverse range of customers in different verticals, the network underpinning Infra Novus would need to support clientele on a global stage, and the provider would need to have a very large spread of high-tier data centers to ensure global support.

In addition to this, the network infrastructure provider would need to supply a very high-speed network connecting these data centers to guarantee a high quality of service to Fastcomcorp's users.

**To guarantee that they effectively evaluated different partner offerings, Francisco and his team highlighted three main requirements that their partner needed to fulfill;**

1 - The partner's solution needed to provide a high-quality global network connected together by a strong network infrastructure to provide high speed, low latency, zero loss connectivity to all of the FCC clients that would consume Infra Novus.

2 - The partner needed to provide a scalable IT infrastructure that could be dynamically scaled up or down to allow Francisco to optimize FCC OpEx, whilst enable long-term scalability.

3 - The partner's solution needed to be flexible, allowing Fastcomcorp to customize the partner's infrastructure with offerings from vendors outside of the main provider to create a bespoke product, without restrictions or technical limitations.

With an evaluation framework established, they evaluated a range of different potential partners, and as a part of their search they contacted a THG ICS account manager and scheduled a technical overview session with THG Ingenuity Cloud Services's Cloud Solution Experts and Managed Services team to discuss their requirements.

## **Partner Selected – THG ICS build FCC Designed Custom Infrastructure with Support at Every Step**

Throughout the technical overview session, Francisco was impressed by THG ICS's desire to design and create a cost-effective infrastructure that would not only allow Fastcomcorp to optimize their own operations, but also allow them to deploy an entirely new product to the benefit of their clients. After a few consultations, Francisco was confident that THG ICS would give him everything he required to benefit his business, and a partnership was agreed.

### **“We chose THG Ingenuity Cloud Services because of their reliability and hosting infrastructure” details Francisco.**

“In addition to this, because they are in the business of creating customized solutions for their clients, THG ICS had the expertise on hand that allowed us to build a cost-effective infrastructure with VMWare HCI technology, and compliment it with other offerings from Red Hat, Fortinet, Veeam, and other providers.”

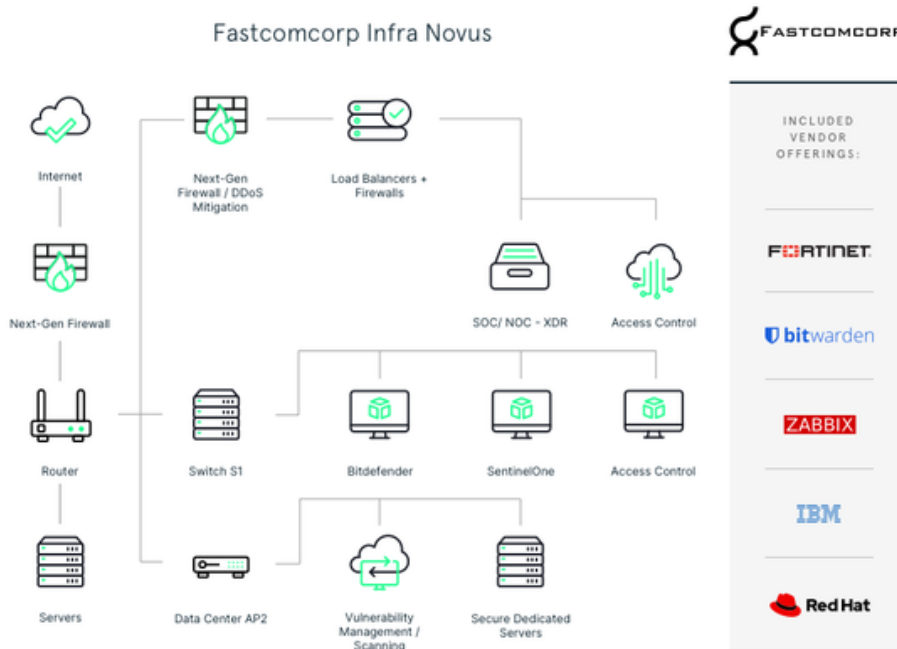
Once the partnership had been agreed, both Francisco and the THG ICS Managed Services team got to work combining a wide range of different vendor technologies into a single cloud offering.

‘Francisco would come to us with an overall design of what he wanted to do, and then we would go away, review the infrastructure he wanted to set up, research the products he wanted to integrate, set up a test environment, design and sandbox an infrastructure with the implementations that he wanted,’ explains Louis Blissett of THG's Managed Services team.

‘Once we'd fully evaluated it, we presented Francisco with a technical solution with the implementations that he wanted, integrated into an infrastructure that fully met FastComCorp's requirements.’



## The Result – A Successful Deployment of A Unique Product



***'We have a very strong network base, very high speed, low latency, and great resiliency in a global network, and we were very happy with the infrastructure we created with Fastcomcorp' – Louis Blissett, THG ICS Managed Services Engineer***

By drawing on THG’s technical knowledge, managed services team, and global network infrastructure, Fastcomcorp successfully deployed a bespoke VMWare infrastructure that capitalizes on their strengths and the strengths of market leaders such as Redhat and Fortinet, giving their clients a robust, bespoke, global Cloud infrastructure with enterprise grade security and definitive industrial compliance in a wide range of industries and regions across the globe .

Speaking on the outcome of the partnership, CEO Francisco Pinochet remarked, “Together we have built a strategic alliance to help our customers increase their value proposition and scale their business specially in the areas of compliance and cybersecurity.”

***"We built a VMWare infrastructure that is agile, more flexible and scalable than what we originally had. Together we built a highly resilient environment that is next-gen enterprise-grade and has simplified many things for the benefit of the end users by working together in this project."***

"Infra Novus allows our customers to reduce expenses up to 60% percent in infrastructure, licenses, 3rd party resources, development and operation costs".

Ultimately, Francisco felt that THG were the perfect infrastructure partner for the construction of FCC Infra Novus, and feels that all of his requirements were successfully met.

***"Through partnering with THG ICS, we figured out a way to combine infrastructure and expertise into a service that simplifies infrastructure, security, and compliance into one solution- a solution that nobody else can deploy at this point in time."***

## Getting Started with THG ICS Cloud

THG ICS have a global network of over 50 data centres, a fast, resilient global network infrastructure, an NSX-T enabled VMware Cloud Platform, and over 20 years of producing bespoke bare metal solutions.

If you need infrastructure, from simple CPU servers to larger hybrid cloud infrastructures, we have the expertise and technology on hand to help you achieve success.

Schedule a Technical Overview Session Here, and let's realise your goals, together.

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