

Leading Management Consulting Firm

Aligning Data Center Strategy with Business Goals

Business Challenge

A leading global management consulting firm needed to completely revamp their global data center strategy. They had developed disparate one-off solutions for various parts of their business, each with varying capabilities. The Client required a consolidated plan for where their data centers should be located globally, what capabilities they required globally and an evaluation and recommendation for optimal vendors to provide those services. The client needed to determine whether their data centers should be split between the US and Europe or be located on just on one continent.

The Solution

Acumen Solutions evaluated the client's data center requirements and in a later phase of the project, helped them buy their data center services. Acumen Solutions wrote and issued an RFP for the client, assisted with vendor selection, led the contract initiation and subsequently the service level agreement management for the new data center configuration. In order to do this Acumen Solutions evaluated the strengths and weaknesses of each existing data center facility and their requirements. They also did long range planning for the client, helping them evaluate both current and future needs.

Return on Investment

Acumen Solutions recommended that the client consolidate their data center operations to achieve significant cost savings both in facilities as well as in staff. We successfully negotiated with the client's previous Data Center provider to allow them (the Client) to move into their new space without having to pay penalties or extend the lease at their existing data center sites, which provided them with a major cost savings.

While under various Data Center lease agreements, the Client required more sophisticated capabilities. Acumen Solutions led the strategy and negotiations that resulted in enhanced capabilities with no significant penalties due to the consolidation.

The client went from a leased environment of poorer quality to a very robust leased environment. As a result of this project, the client received significantly upgraded data center services for supporting all of their business functions.