

LINK BYNET

Always on

Sage Trusts Linkbynet Concerning The Outsourcing Of Its Infrastructures

30%

Reduction of number
of servers

2000

VM managed and hosted
by Linkbynet

800

Machines dedicated to training

“We met people we could really talk to. It is way more than a simple customer-supplier agreement, it is a true partnership. The teams work together, always looking for solutions. It is a real plus.”

Christophe Simon,
SAGE CSO



Business case: **Services**



Thanks to Linkbynet's technical support, SAGE's IT service was easily able to turn into business cloud broker.

At a time when significant increases in hosted solutions require a total guarantee of service and security for customers, SAGE's publisher, in a complete SaaS turnaround, has wished to rely on a partner whose major trade is outsourcing of critical applications and cloud.

« Our added value is elsewhere, strengthening our proximity with businesses. It was more relevant to give such standard management to a service provider with real industrialization skills” stated Didier Picoux, SAGE Infrastructures and Operations Director, expert in software management for over 20 years.

It seemed obvious for the IT department, but is also, a strategy completely in step with the group. The digital transformation of this publisher, at a worldwide level, required the technical anticipation of all products evolving into the SaaS model. The IT department has to answer and anticipate business needs in regards to directions, Research & Development and SaaS customers.

“Linkbynet is able to follow us in our digital transformation.”

Didier Picoux,SAGE Infrastructures and
Operations Director

Four major perimeters

Take over and move of DataCenter from Lyon to Paris. Information System migration. SAGE infrastructure should be accessible everywhere in the world 24/7. The project helped to streamline the whole enterprise and to reduce the number of servers by 30%. A majority of infrastructure have been transferred to Linkbynet's @gile private Cloud, and also to both AWS and AZURE Cloud.

« Every year, Linkbynet passes its security audit brilliantly, which is a great guarantee for us » explains Christophe Simon. As a result, Linkbynet hosts and manages nearly 2000 VM.

Use of the Cloud orchestration portal : SelfDeploy SAGE mainly uses this tool, so as to be able to create virtual machines within various Cloud providers for its product training and presales services. SelfDeploy provides SAGE with a better controlled cloud usage and enables the fight against shadow IT. As a result, 800 machines are currently used via this portal.

Sage's Private cloud outsourcing. Former Information System and a part of the group's Research and Development are hosted on the SAGE's private Cloud

In this way, the IT department has become a help for business « a business Cloud Broker ». The IT department has developed a service catalog offering highly available and secure infrastructures, quick to deliver, and also a pooling approach, which is interesting in terms of costs. Nowadays, the enterprise has grown in agility. It no longer pays for more than it consumes.

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Linkbynet and SAGE : more than a contract, a real partnership

Following a call fortender, Linkbynet was chosen. « Linkbynet has demonstrated a true affinity with our core values and and ability to listen. We met people we could really talk to. It is way more than a simple customer-supplier agreement, it is a true partnership. The teams work together, always looking for solutions. It is a real plus. adds Christophe Simon, SAGE's Chief Security Officer.

Skills Transfer

The contract signed with Linkbynet has been an occasion for them to welcome SAGE's people, and as a result to enable a skills transfer. These employees progressively and successfully have been integrated into Linkbynet's teams, first in Lyon, and then in Paris. Integration has been a real success. « For our colleagues, these are real career paths that are opening in infrastructure management » indicates Didier Picoux.

Cloud Brokerage, transformation catalyst

SAGE was also quickly seduced by the Linkbynet's Cloud Broker approach. « Linkbynet has the ability to support us in our digital transformation. The SelfDeploy portal allows us to meet business needs in a simple way. Furthermore, the opportunity to consider a multicloud approach allowed us to project ourselves into the future with new Cloud providers, keeping our needs in mind » says Christophe Simon.

