Smartronix and VMware: Trusted at Every Phase of the Cloud Journey

Industry
IT services

Headquarters location
Hollywood, Maryland

Employees
500–1,000

VMware footprint
CloudHealth®
CloudHealth Partner Platform

Key features
Cost optimization dashboards
RI recommendations
Rightsizing
Training services

Clouds
AWS, Azure, Google Cloud Platform

Key benefits
• Consolidated reporting

• Improved tagging

• Data customers trust

Since its 2009 landmark launch of the first cloud-based federal web property, Smartronix has been viewed as the global leader in delivering and managing secure cloud services. The company counts some of the world's largest Amazon Web Services (AWS), Microsoft Azure and Google Cloud Platform customers as its own, including government institutions such as the U.S. Army, Navy, Air Force, Marine Corps and various federal departments and agencies, as well as well-respected companies such as Allergan, Fannie Mae, InsideSales, Pepperidge Farm and Dole.

The challenge
Hundreds of customers across the globe rely on the Smartronix Cloud Assured platform for managing secure cloud services (specifically designed to meet the most stringent security and compliance mandates). To support customer demand and the need to analyze hundreds of millions of cloud events per month, Smartronix required a cost management and governance platform built for multi-cloud environments. Further, with multiple customer accounts on various bills, the company required a solution that would enable Smartronix to see account costs broken out, but within a consolidated view—a significant challenge the company needed to address.

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The solution

"Smartronix chose to partner with [VMware] based on its data integrity, infrastructure stability, performance track record and team expertise," stated Eric Jerasa, manager of business operations at Smartronix.

As soon as the decision was made to partner with VMware, the companies worked closely together to augment the Smartronix offerings with CloudHealth, granting customers access to the platform. This access has empowered customers to benefit from cost optimization dashboards, Reserved Instance (RI) purchasing capabilities and rightsizing features, as well as automation and governance policies for improved tagging. Customers have also leveraged the CloudHealth security and compliance functionalities, as well as its related training and development services.

The results

"In addition to empowering multi-cloud customers with a consolidated view into their cloud spend in near-real time, customers are also able to benefit from actionable insight into how they can optimize their costs," added Jerasa.

Further, as both companies have deep experience managing critical cloud infrastructure that requires rigid security and compliance, Smartronix and VMware have been able to deliver optimal value to customers on several levels. As a result, the Smartronix-VMware partnership is increasingly being relied on by organizations worldwide to optimize costs, govern their cloud environments, and stay within the confines of their cloud policies.