



Case Study

Wanstor remodels and consolidates the full network infrastructure for Tradex

The Result

"We've built a great relationship with Wanstor, and one of the biggest benefits is the ability to just pick up the phone and have experts at the other end providing us with information that we need or to simply bounce ideas around with."

"Whilst we have spent a good part of the last twelve months concentrating on infrastructure, the real value add will be when we can forget all about that."

"Our focus needs to be on solutions that are going to grow the business, which will be supported rather than hindered by everything that we are currently putting in place."

"Unifying our data and how we consume business-related information will be the game changer, and everything Wanstor is doing now is getting us to that place."

"It's an exciting and busy time for the business, and the benefits just keep rolling in."

Key Outcomes

- + Quickly resolved a potentially serious malware attack which could have stopped the business trading for weeks if it had been successful
- + Complete IT infrastructure overhaul and consolidation creating robust and secure platform for growth
- + M365 migrations successfully completed
- + Wanstor at heart of architectural project to remodel the network to include Azure and Zero Touch deployment

Background

Tradex is an insurance company working predominantly in the motor insurance sector with strategic plans to grow the business and increase the number of brokers it supported.

To build on past success, work efficiently and grow revenue, the business needed to update and consolidate its IT estate, overhauling both infrastructure and network, in order to deliver flexibility, agility and security, and to optimise data management.

Wanstor had already been working with Tradex for more than a decade, hosting and managing the infrastructure for one of the business's large policy administration systems.

After the managed service provider successfully resolved a potentially serious malware attack, Tradex took a decision to extend the relationship to update the entire IT estate with focus on removing vulnerabilities as well as to begin its digital transformation journey.

The Challenge

Tradex wanted improved security and also process optimisation. This meant consolidating and rationalising a large legacy estate to reduce the IT footprint, remove vulnerabilities, and cut costs.

"Had Wanstor not stepped in and resolved the malware situation, it would have been far longer before we were working again," said CIO, Sarb Lota.

"Having recently joined the company I was already discussing digital transformation with the leadership team. When Wanstor saved the day, they were clearly the obvious choice for IT partner on that journey."

"My end goal was to update the way we work. I wanted to move away from Excel to streamline how we collect, manage and utilise data, enabling teams to focus on underwriting and not tasks that could be automated."

"In a highly competitive industry, the right IT can absolutely set you apart so it was important that we got the foundations right."

"Fortunately, Wanstor were on the same page."

The Solution

The first job was to update all malware software and any hardware which was staying to ensure that it did not pose any threat.

A third of the servers were retired with no degradation of performance, offering significant cost savings.

The other servers have been migrated safely into the cloud alongside business-critical applications which had previously been local to individual hardware.

Microsoft 365 email was safely integrated just before lockdown, which meant that the business was able to keep running and new laptops were easily configured and deployed to employees.

Since then, Tradex has also started to use Teams and more functionality to help with data management is being securely rolled out.

Wanstor is now at the start of a high-level architectural project, with plans to redesign Tradex's whole infrastructure and remodel the network to include Azure, more Microsoft 365 functionality, Zero Touch deployment as well as Cyber Essentials Plus accreditation.

All of this will also feature wraparound security along with the implementation of robust data management policies.

“We’ve built a great relationship with Wanstor, and one of the benefits is our ability to pick up the phone and have experts there at the other end of the line.”

Sarb Lota
CIO

