

CASE STUDY

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“
 With Keystone, we solved not only our IT needs, but we now have a consistent cost that we can budget for. Plus, we can direct our attention now to the needs of the business!”

Brian Miller
 President and CEO
 V&S Galvanizing



Keystone's Private Cloud Provides Fiscal and Data Security Advantages

Business Challenge

In 1985 V&S started in the United States with Columbus Galvanizing. The business grew in the eighties to 21 companies. In the nineties, the unification of Germany gave the opportunity to build and acquire six companies in Germany, two in France and one in Belgium. The U.S. operations have grown to nine companies with 7 galvanizing locations. In 2008 V&S Galvanizing LLC became part of Hill & Smith Holdings PLC, and looks forward to further growth. Part of that further growth has been the addition of the V&S Memphis Galvanizing plant in Millington, TN and the new replacement of the V&S Columbus Galvanizing plant and Corporate offices in Columbus, Ohio.

The mission of the founders, who trusted each other, was "work hard," save a penny and serve your customer with quality work and reliability. The CFO, Troy Gaerke, has been responsible for all the company's technology. Timing, collaboration, and access to real time data is critical to the company's success. Plus, consideration had to be given to the fact that V&S is a worldwide company. He required a solution that was always on, internationally secure, and fiscally responsible.

Solution

V&S partnered with Keystone to become their IT team and manage all their technology needs, including infrastructure, user support, phones, wireless, malware and antivirus, application selection and license management, desktop replacement, email, and strategic direction. V&S executives had the foresight to be one of early adaptors of Keystone's private cloud solution.

Results

Keystone's management solution provided certified experts in each area of technology, designing a technology platform and roadmap that was specific to V&S. The platform provided a 24/7 secure datacenter using high performance hardware with a consistent cost that was easily budgeted. Thus, technology became an enabler for growth and operations instead of a deterrent.

Benefits

OBJECTIVE	BENEFIT ACHIEVED
Allow Executive to Focus on Financial Needs of Company	A team of IT specialists is dedicated to handle every day to day area of IT plus future strategic discussions and planning.
Keystone Private Cloud	Provide a level 3 data center operating 24/7 with redundancy and world class security.
Provide World Class Data Security	A formal security plan including business continuity & disaster recovery with backups.
User Support & Device Refresh	The users work directly with Keystone. We have replaced old devices and have a budgeted refresh plan for the future.
Project Team and Processes	A separate project team and PM to focus their experience on strategic initiatives with regular communication.