

MetricStream CASE STUDY **MetricStream**
INDUSTRY GOVERNANCE, RISK, AND COMPLIANCE (GRC) APPLICATIONS

MetricStream EXPANDS GRC CLOUD PORTFOLIO INTO EUROPEAN MARKET



MetricStream At-A-Glance:

MetricStream is a market leader in Governance, Risk, and Compliance (GRC) Applications provision for modern and digital enterprises.

Challenges:

Finding a managed service and cloud hosting provider based in Europe that was able to securely protect its customers sensitive and confidential data, help it navigate the rapidly changing data regulation landscape in Europe and scale to meet current and future needs.

Solutions:

Navisite® has provided MetricStream with a fully managed IT infrastructure and data centre services in its highly secure traditional and cloud-enabled environments.

Business Outcome:

MetricStream has been able to expand its European customer base with the peace of mind that local European customers' data is securely hosted. The partnership has enabled MetricStream to help existing customers expand their global footprint.

COMPANY OVERVIEW:

MetricStream

MetricStream, a leading provider of Governance, Risk, and Compliance (GRC) Applications, helps organisations simplify, streamline, and strengthen their risk management, regulatory compliance, vendor governance, and quality management programs. With better risk-based information, organisations are able to make decisions that drive superior business performance. MetricStream's customers are focused on their financial performance, as well as protecting their brand and reputation, and they use MetricStream's innovative technology solutions and services to achieve superior quality standards, demonstrate compliance, meet regulatory requirements, and manage risk.

Challenges

MetricStream helps customers build successful, financially sound and reputable businesses through its governance, risk and compliance solutions. In order to be able to best serve customers from different industries and regions around the world, MetricStream needs to be able to protect their sensitive and confidential data. The company is witnessing strong customer growth and expansion across Europe, and there was an increased demand from European customers for MetricStream's GRC cloud offerings – many of which did not want their data stored in the U.S. MetricStream needed a managed services

and cloud hosting provider based in the region that was able to securely protect its customers sensitive and confidential data, help it navigate the rapidly changing data regulation landscape in Europe and scale to meet current and future needs. It was also important that the chosen provider was responsive, professional and had a deep understanding of its business landscape and customer needs.

Solution

To meet this need from existing and potential customers, MetricStream conducted a thorough review of several vendors and selected Navisite as its critical GRC solutions hosting partner. Navisite was selected for its proven ability to secure sensitive customer data, its high standards of professional service and scalable hosting facilities.

Navisite has provided MetricStream with a fully managed IT infrastructure and data centre services in its highly secure traditional and cloud-enabled environments. Its services optimise mission critical IT infrastructure performance and enable MetricStream to host most of its UK and European customers' data in highly secure, UK based, Tier III data centres while also helping meet relevant regulatory standards.

Result

With Navisite as its trusted data centre and managed services partner, MetricStream has been able to expand its European customer

MetricStream CASE STUDY MetricStream

INDUSTRY GOVERNANCE, RISK, AND COMPLIANCE (GRC) APPLICATIONS



base with the peace of mind that local European customers' data is securely hosted. The partnership has enabled MetricStream to help existing customers expand their global footprint. Since the implementation, Navisite has provided a very high-level of customer service that has enabled robust Service Level Agreements for MetricStream's customers.

Summary

MetricStream partnered with Navisite in order to expand its GRC cloud offerings across Europe. Navisite's UK based, secure and cloud-enabled managed hosting services has enabled MetricStream to gain many new European customers and help existing customers expand their cloud footprint in the region.

About Navisite

Navisite, Inc., a part of Spectrum Enterprise, is a leading international provider of enterprise-class, cloud-enabled hosting, managed applications and services. Navisite provides a full suite of reliable and scalable

managed services, including Application, Cloud Desktop, Cloud Infrastructure and Hosting services for organizations looking to outsource IT infrastructures to help lower their capital and operational costs. Enterprise customers depend on Navisite for customized solutions, delivered through an international footprint of state-of-the-art data centers. For more information about Navisite's services, please visit navisite.com or navisite.co.uk.