



# VIRTUALIT

## Quod Success Story

Achieving Seamless Operations and Security,  
Using Cloud Technology

### The Client

Quod are a planning consultancy company that helps businesses and governments to achieve strategic success. Since our partnership began in 2012, Virtual IT's presence has played a crucial role in enabling Quod to deliver exceptional services to their clients around the world, with an enterprise-grade cyber security posture.

### Empowering Agility and Seamless Operations with Egnyte

The partnership began after Quod acquired a smaller planning consultancy business that were already working with Virtual IT. Thanks to a shining recommendation from this business, Quod also decided to partner with Virtual IT. This partnership initially focused on using technology to empower Quod's service delivery for its clients.

Alongside needing fast and effective IT support to keep its day-to-day operations running smoothly, Quod required a streamlined way for accessing files and collaborating on them together. At the time, the company operated a complex hybrid environment that used a VPN and several overlapping applications that processed files with substantial amounts of data. This had the effect of slowing down network speeds, as well as making accessing files and collaborating more difficult for the company.

To address this situation, Virtual IT rolled out Egnyte, a full cloud solution for Quod's file hosting and sharing needs. As a faster and highly secure platform, it offered a more agile, secure and streamlined way to access and collaborate on files. This solution was a gamechanger, as collaboration and file hosting could now happen on one platform and be seamlessly accessed via an internet connection and without the need to use a VPN.



To create a more streamlined operation, Virtual IT also worked with Quod to address compatibility issues between their range of applications and potential cloud-based server hosting solutions, enabling the company to virtualise its servers and enhance their security, while streamlining the number of applications that it needed to undertake its work.

Thanks to its new cloud based Egnyte and hosting solutions, Quod enjoys a range of benefits. Quod saved time and frustration compared to its previous setup and were able to lower their hardware procurement and management costs. Users could now be onboarded with a laptop and use a hot desk system, access files more quickly, and collaborate more seamlessly, which has helped the company to deliver exceptional results for their clients, more quickly and efficiently.

### **An Advanced Cyber Security Solution**

Following this work, Virtual IT were tasked with deploying a comprehensive suite of cyber security measures via its MSSP solution. For Quod, this was a particularly important solution due to the overly sensitive information that it manages.

Virtual IT began implementing a robust cyber security framework for Quod that aligned people, process, technology and education together for a truly cyber secure solution. This framework encompasses advanced conditional access controls, device management that enforces secure configurations on all devices, regular OS updates, password management, multi-factor authentication, anti-phishing protection, and an ongoing staff cyber security training system. These solutions provide Quod with a robust set of defences against today's spectrum of cyber threats, ensuring that Quod's global operations remain secure and readily accessible.

More recently, Virtual IT has been working with Quod to implement the full range of security features that are available via the Microsoft 365 platform. Together, the partnership is creating a world-class cyber security posture that demonstrates a deep commitment to cyber security, which earns the confidence and trust of existing and potential clients alike.

## **Unlocking Flexibility and Lower Costs with Cloud Hosting Solutions**

Virtual IT has also worked closely with Quod to reduce its reliance upon on-premises infrastructure. After the implementation of Egnyte, Virtual IT worked with Quod to transition its remaining on-premises servers smoothly and securely to a data centre. This enabled Quod to manage and expand its hosting needs with a highly scalable, secure and flexible cloud solution. This optimised the business's office space, made their hosting more cost-efficient, and has given more flexibility and scalability to the business, enabling it to grow more seamlessly

### **The Benefits**

Working in a close partnership, Virtual IT is proud to have helped Quod empower its operations, build an enterprise-grade cyber security posture, and achieve a more flexible, collaborative and scalable IT environment. With these solutions in place, Quod's IT can support the company's ambitions and success, while demonstrating the company's proactive commitment to cyber security.

This is an example of a long standing relationship, and we look forward to continuing that journey in the coming years.

**Collaborating with you to empower  
your team, protect your data, and boost  
your performance.**

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