



Xterity Cloud Drives Competitive Advantage, Expands Services and Reduces OPEX for Irish Financial Services Company

About ICE Cube

ICE Cube is a Galway based technology business with a rich 40 year heritage providing I.T. infrastructure, support and software solutions to a number of niche market segments in the UK and Ireland. As market leaders, ICE Cube's industry leading software package CU247 is used in Credit Unions all over Ireland today. In 2014, they merged with IT support and maintenance services provider - TecSupport.

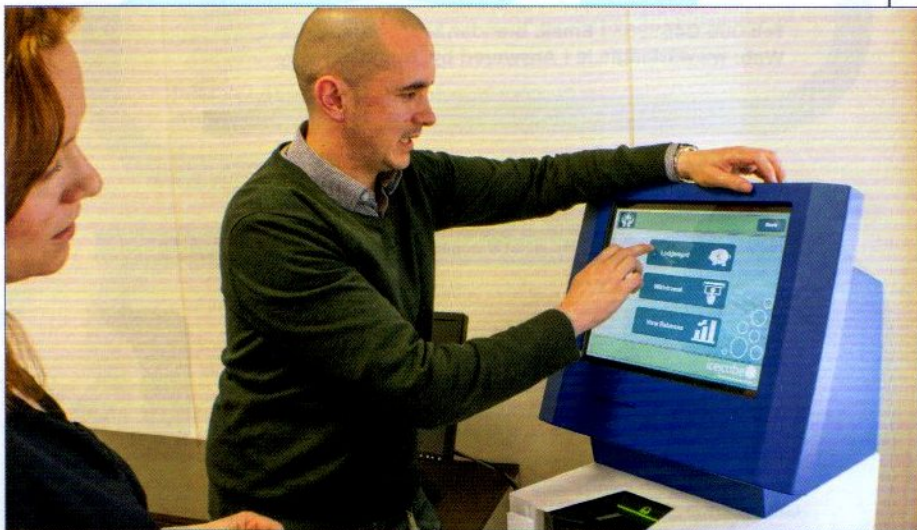
The Challenge

In 2012, ICE Cube management began to explore the benefits of leveraging cloud for their Credit Union service customers. "One of our critical business issues was to provide a solution where we could move customers from our legacy platform to our modern product offering tailored to the needs of Credit Unions," explained William Johnstone, Head of Professional Services, ICE Cube. "Additionally, to make new services available without having to invest and absorb the cost of hardware investment and 24/7 management and support."

According to Johnstone, the criteria a prospective cloud vendor had to satisfy was driven as much by technical considerations as it was by proximity and given the financial nature of its business, how secure its cloud solution could be made.

"Security and compliance was a massive part of the selection process as our customers are individuals (and institutions) working in the financial services industry. We prefer our internal infrastructure team manage themselves, rather than handing them off to a third party," said Johnstone. "We also needed to work with a business which preferably was located in the local jurisdiction. This satisfies not only the rules governing data storage in the EU, but also ensures its availability should we ever have need to access it quickly."

Crucially, the chosen vendor would also have to be able to seamlessly link onto ILCU.net, the brand name for a secure private network for Credit Unions owned and managed by the



Irish League of Credit Unions to which all Credit Unions throughout the island can be connected. This linkage was essential, explained Johnstone, so ICE Cube could both provide support and guarantee service.

The Solution

Ultimately, ICE Cube partnered with Xterity, the only vendor that could satisfy all of its technical, proximal and business requirements.

"To configure ICE Cube so the two networks could talk to one another took a great deal of technical configuration," explained Johnstone. "In addition, Xterity was able to propagate a standards-based solution that enabled us to build out productive, responsive environments to give to customers who may have been particularly price sensitive."

According to Johnstone, Xterity's ability to predict in real-time, the cost for its end users on a month to month basis, has distinguished them from other vendors.

"Three years running and as the Xterity product offering has evolved and matured, it has kept pace with our needs and I expect it is fully in line to support our product, services and business needs over the long-term."

For more information on Xterity Cloud Services, visit www.xteritycloud.ie or email: sales@xteritycloud.ie

Egenera is a leading provider of cloud services and cloud and data center infrastructure management software. The company's white label cloud service, Xterity Cloud Services, is sold exclusively through the channel and offers revenue generating Infrastructure-as-a-Service (IaaS), Backup as a Service (BaaS) and Disaster Recovery as a Service (DRaaS) to partners including managed service providers (MSPs) and independent software vendors (ISVs) seeking to deliver secure, highly-available on-demand cloud services to customers.