

# ITGLOBAL.COM Protects Data and Connects Clouds with FlexPod

ITGLOBAL.COM · Industry: Cloud services · Size: 200 employees · Location: Moscow, Russia

With offices in Moscow, St. Petersburg, Minsk, Nur-Sultan, Claymont, and Amsterdam, ITGLOBAL.COM is an international provider of IT services, products, and solutions. Using top-of-the-line solutions from renowned vendors, ITGLOBAL.COM provides managed IT services in private installations, public clouds, and its own data centers. For more information, visit [itglobal.com](https://itglobal.com).

## Challenges

- Bring cloud services to Russia
- Expand regional footprint
- Deliver exceptional SLAs

## Solutions

- FlexPod converged infrastructure, featuring:
  - Cisco Unified Computing System™ (Cisco UCS®)
  - Cisco Nexus® switches
  - NetApp storage

## Results

- 500 percent revenue growth over five-year span
- Transformed business services
- Built specialized cloud for Russian market

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## For more information

- [FlexPod](#)



### Challenge: Bring cloud services to the Russian market

Everything changed for ITGLOBAL.COM in 2011. Wanting to expand beyond systems integration, company leaders decided to develop a portfolio of managed cloud services—the first of its kind in eastern Europe—powered by FlexPod converged infrastructure.

“We brought infrastructure, virtualization, and cloud services into the Russian market,” says Vasily Belov, deputy CEO of ITGLOBAL.COM. “They’re everywhere now, but we’re very proud to be the first.”

The company’s pioneering move has paid significant dividends. Today, ITGLOBAL.COM operates data centers in Russia, Belarus, and the Netherlands. It has development sites in the U.S., Europe, and Turkey. And it has become an expert in cloud technologies and managed IT services.

“We have a lot of enterprise and financial customers who have high demands for availability and security,” Belov says. “FlexPod helps us deliver the very best SLAs, which are essential to our success.”

Success might be an understatement. Due in large part to its FlexPod-based service portfolio, ITGLOBAL.COM has experienced 500 percent revenue growth over the past five years.



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## Multicloud approach with local data privacy, global connectivity

In addition to growing its regional footprint, ITGLOBAL.COM has continued to expand its service offerings and areas of expertise. The company became a Cisco Powered cloud and managed service provider in 2016, representing the highest levels of performance, security, and cloud connectivity.

“The Cisco Powered certification is a big differentiator for us,” Belov says. “It gives us credibility and it gives our customers confidence.”

It’s also well earned. ITGLOBAL.COM has become an important conduit for Russian companies doing business outside of the country as well as international companies conducting business within Russia.

“There are strict limitations for using the public cloud,” Belov explains, citing Russian and European Union data privacy laws. “Russian customer data must stay within the country.”

This can create complexity and fragmentation for international companies wanting to do business in Russia. To help them, ITGLOBAL.COM developed a specialized, FlexPod-based public cloud. One that complies with Russian data laws and connects with global, hyperscale clouds.

“Many of our customers have operations in multiple countries, and they don’t want to have different service providers, contracts, and data silos in each country,” Belov says. “They want to connect all of their data and have a seamless experience. That’s what we give them.”

## New services, more growth

ITGLOBAL.COM continues to develop new cloud and managed IT services. The company now offers private, hybrid, and PCI DSS cloud solutions as well as backup as a service for public clouds using Veeam and Commvault. It provides infrastructure as a service specifically for SAP and 1C workloads. And it is creating new platform and application-level services for Kubernetes and other open source technologies.

All of them are built on the powerful and flexible foundation of FlexPod.

“Many industries are still catching up with cloud and virtualization,” says Belov, “so we will continue to create new services and continue to grow with FlexPod.”

Explore more Cisco Data Center Compute customer success stories at [cs.co/dccstories](https://cs.co/dccstories).

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