

# Cloud Provider Breaks New Ground



**5x**

faster time to market



Set up times down from  
10 days to  
24 hours



Investment payback within  
3 years



Customer satisfaction exceeds  
80% target



Infrastructure updates every  
2 weeks

## QSS opens new hybrid cloud opportunities and gets to market faster

### Challenge

- Remain number one cloud provider in Bosnia and Herzegovina
- Grow business with hybrid cloud strategy and new solutions
- Transition with no security or performance problems

### Solution

- Cisco® Cloud Architecture for the Microsoft Cloud Platform, a first in Europe:
  - Cisco Applications Centric Infrastructure (ACI) for low-touch, high-speed networking
  - Cisco UCS® servers with Intel® Xeon® processors for simplified operations and improved user experience
  - Microsoft Azure for superior service design and orchestration
- Cisco Powered Program to boost go-to-market and partnering capabilities

### Outcome

- Cloud services monetized sooner
- Gained share in new markets like home security and remote metering
- Cloud key performance indicators now include net promoter score
- Built flourishing reseller channel
- Regular ACI refreshes reduce risk



Now our business runs lean in operation and agile in delivery. Everything's kept secure. And it's much easier and cost effective to customize solutions."

**Isan Selimović**  
Chief Executive Officer  
QSS

Customer name | QSS

Location: Bosnia and Herzegovina  
Industry: IT services

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