

# Insurance Company gains insight with on-premises visibility to facilitate cloud migration



## ABOUT

**Industry**  
Home, life, auto, and business insurance

**Headquarters**  
USA



## OBJECTIVE

Understand infrastructure complexities that had built and evolved over decades



## RESULTS

“Know before you go” visibility to build confidence in cloud migration decisions

## ABOUT The Insurance Company

The Insurance Company was first formed to provide affordable car insurance for a specific group, but even in the company’s earliest days, its leaders were thinking ahead to the future. Today, the company offers affordable and customizable auto, home, life, and business insurance products. Together with its affiliate company, they continue to sell exclusively through independent agents and serve customers across 13 states.



### THE CHALLENGE:

## Lack of visibility into application interactions

Like most enterprise-scale organizations, the company had naturally evolved through decades of building and buying applications, and then modifying them along the way. As a result, however, they had little to no visibility into how those applications interacted with each other. Because that visibility is critical for making the right data center and cloud decisions, that had to put a freeze on cloud migrations.



**SOLUTION:**

**Granular data and AI-powered analytics**

To address the problem, The Insurance Company took the lead from Presidio, their technology consultant, to partner with Virtana and leverage the capabilities of Virtana Workload Placement, the Virtana Platform product designed to help organizations de-risk cloud migration. The AI-powered monitoring, analytics, and automation platform combines massive ingest of wire, machine, and ecosystem data with advanced analytics to proactively optimize the performance, availability, capacity, and efficiency of mission-critical infrastructure.

**RESULTS:**

**Confidence to move forward with cloud migration**

Most people respond better to visual tools and they tend to take action based on a comprehensive view of what they see—in this case, how applications interact with each other and with the infrastructure. Because Virtana Workload Placement delivers granular visibility, not only from a data perspective, but also visually, it allowed the company to make intelligent decisions about where they should place their workloads—what needs to be maintained on premises and what could be moved to the public cloud. This allowed them to make cloud migration decisions based on data, not guesswork.

