Swizznet uses NetApp VDS to keep applications available – anytime, anywhere.

Swizznet uses NetApp VDS to keep stress low, cloud savings high, and critical applications available.

With NetApp VDS, Swizznet slashes its cost of cloud-based resources by 50% and reduces management requirements for its hybrid, multicloud environment.

CIO named Swizznet the “Most Promising ERP Provider of 2020” and Accounting Today named them to the 2020 VAR 100 List – both accolades earned for good reason. A leading provider of accounting software-as-a-service, Swizznet offers industry-standard solutions such as Sage ERP, QuickBooks, and ADP to clients around North America.

Swizznet surpasses the competition because of its ability to provision clients immediately, without disruption, ensuring stress-free access to critical accounting applications, anywhere and at any time. It’s NetApp Virtual Desktop Service (VDS) that Swizznet uses behind the IT curtain to enable great customer experiences, application performance, and reliability.

1 Over half of current VDI users require at least 10 full-time employees dedicated to managing these systems.

2 The #1 challenge with VDI is management complexity (29%), and #2 is higher costs than anticipated (26%).
“NetApp VDS quickly established itself as an essential part of our technology management team. With VDS, we’re able to deliver reliable and performative solutions to our clients no matter where they or their customers reside, enabling us to meet our ultimate goal of creating superior user experiences.”

Bob Hollander
President and CEO, Swizznet

When Swizznet was founded in 2007, on-premises datacenters were very much the norm. “Swizznet faced a familiar scenario,” says Charles Foley, Senior Director, NetApp. “They’d started using VDI from an on-premises, private datacenter standpoint. As the company grew, they realized that to ensure optimum performance they needed virtual desktop resources within regional proximity to users. Having multiple distributed datacenters across the U.S. just didn’t make great sense – but cloud did.”

Swizznet decided to leverage the scale, flexibility, and geographic power of the cloud, giving them the ability to spin up users/clients in hyperscale datacenters around North America at will.

“But the Swizznet team soon realized that managing not only on-premises and cloud systems, but multiple cloud systems depending upon locale and user requirements, was extremely complex and time-consuming,” says Foley, NetApp. “This drove the need to find a global control plane, allowing a single view of their VDI infrastructure no matter where it was in the country.”

3 The #1 reason organizations use third-party services for VDI is time savings (58%) and money savings (49%).
Shrinking a big management pain down to a single pane of glass

Swizznet embraced NetApp VDS, allowing them to manage their on-prem and cloud clients from a single-pane-of-glass, regardless of who or where they are.

“VDS gives Swizznet the freedom and flexibility to manage their legacy on-prem clients by adding users, providing updates and releases,” explains Mike Walsh, Senior Director, NetApp. “At the same time, they can provision additional users in Google Cloud for one client, while spinning up users and resources in Microsoft Azure for a different client in a different part of the country, all from the same console. And, because VDS recaptures unused cloud resources, Swizznet doesn’t have to pay for VMs that are no longer being used.”

NetApp VDS means Swizznet can have uniform policies for things like security and resource allocation that can be applied universally to all users or broken down into policy groups. This feature provides the highest levels of security combined with ultimate granularity. In accounting and finance, security is a primary concern and seen as the top benefit of implementing VDI solutions.⁴

Good cloud strategy is good for business and the bottom line

NetApp VDS allowed Swizznet a relaxed, strategic migration to the cloud while protecting their investment in on-premises VDI and the users that rely on it. Swizznet was able to vastly reduce the knowledge requirement and management cycles needed to service over 2,400 users spread across its private datacenter, Google, and Azure clouds, in different regions of the country.

Finally, VDS cut Swizznet’s cost of cloud-based resources by up to 50% through automated technologies such as LiveScaling, Workload Resource Scheduling, and Wake-on-Demand.

“No other solution in the market could offer us this combination of hybrid management simplicity, performance, and cost optimization. NetApp VDS is a game-changer for us and our customers.”

Bob Hollander
President and CEO, Swizznet

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