

Building resilience and enabling smarter operations

How Imperium have embraced a cloud-first strategy with Logicalis

The Customer

Imperium Group is an independent financial services group founded in Guernsey with offices in Jersey, the UK and Switzerland. They have always recognised **the importance of having secure and performant IT systems** to enable their teams (Private Client, Funds, and Corporate) to focus on the aspects that set Imperium apart from their competitors, their passion for service and excellence.

For over a decade, Logicalis has acted as **Imperium's trusted technology services provider**, evolving into a strategic IT advisor along the way. During our partnership, Imperium has grown from a 12-user financial services firm into a multi-regional organisation with over 150 users. Our **proactive approach** to Imperium's needs as they scale continues to help us shape a blueprint for their success as their needs progress and evolve.

The Objective

Imperium embarked on their digital transformation journey, to help manage **the challenges of regulatory compliance, data security, and to deliver services** that exceeded their customers' expectations. As a long-term technology partner and trusted advisor, Logicalis were there to support Imperium throughout the journey.

Phase One of Imperium's digital transformation included:

► **Moving from on-premise servers to a managed datacentre service**

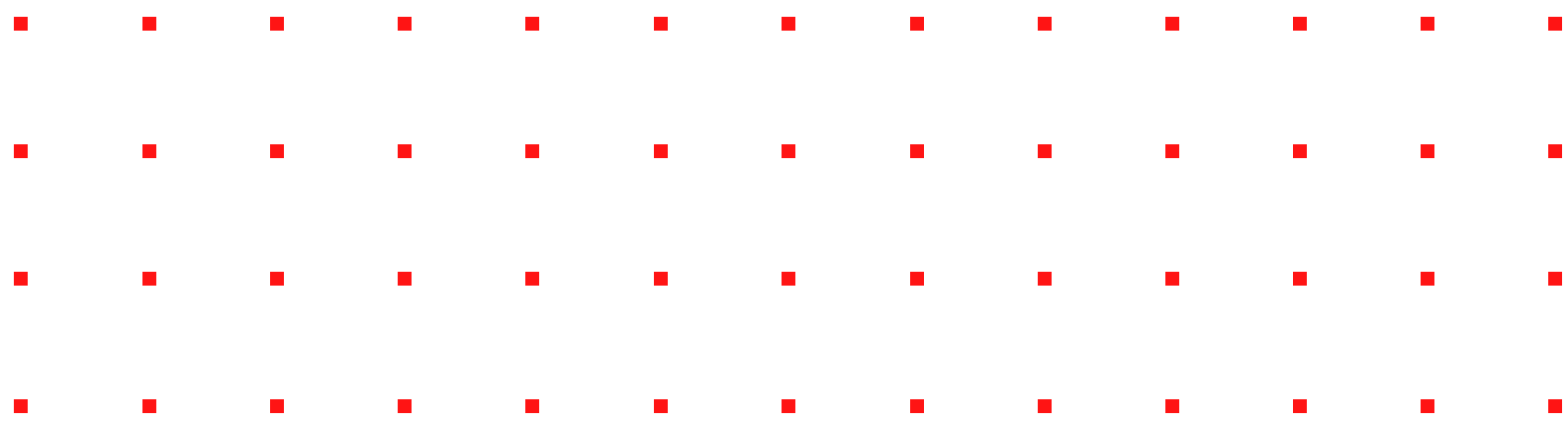
The reduction in operational costs allows Imperium to focus on innovation, instead of keeping the lights on.

► **Transition to a hybrid-cloud model**

This gives Imperium flexibility and agility to scale operations without disruption, which was especially important, as they were expanding through the acquisition of multiple businesses and needed to quickly and efficiently onboard staff and new systems.

► **Application rationalisation and reconciliation**

Enables Imperium to shape and optimise the operations of their expanding organisation, consolidate workloads, and to champion the business systems that would meet their needs, both now, and in the future.



The Solution

Imperium have always believed in **investing in quality, best of breed solutions and maximising the return from their investment.** They realised that cloud technologies play a pivotal role in driving innovation, efficiency, and customer satisfaction. Requiring **technology that would also adapt to the ever-changing landscape of their industry,** Imperium opted to implement a robust Microsoft software stack. Their strategy is to further utilise Microsoft Cloud in Azure and Microsoft 365 (M365), along with supporting solutions, delivered through Citrix **for enhanced security, performance, and accessibility.**

Logicalis, a Microsoft Global Strategic partner was well positioned, with the **in-house expertise,** to assist with the initial implementation and to help Imperium **realise the true value of their investment** in Microsoft technologies.



The Result

As a result of their digital transformation, **Imperium can remain competitive and responsive** to industry changes. They plan to effortlessly meet regulatory requirements around compliance, privacy and security, with additional benefits that include:



- ▶ **Enhanced collaboration**
M365 tools such as Teams and SharePoint have improved employee collaboration and productivity.
- ▶ **Operational efficiency**
Automating and streamlining processes have increased operational efficiencies and provided the teams with more time to focus on delivering value add services for their customers.
- ▶ **Enhanced communication**
Using advanced online platforms and integrated technologies, Imperium’s users can provide customers with more personalised and efficient services.



The Future

In continued partnership with Logicalis, **Imperium have built on their secure cloud foundations** and have completed the second phase of their digital transformation journey: **to fully adopt a Cloud-first strategy.**

Phase Two has enabled Imperium to:

- ▶ **Stop over-provisioning hardware**
- ▶ **Access global scale and elasticity**
- ▶ **Further increase security and resiliency**
- ▶ **Use hybrid-cloud options**
- ▶ **Use data analytics and AI**

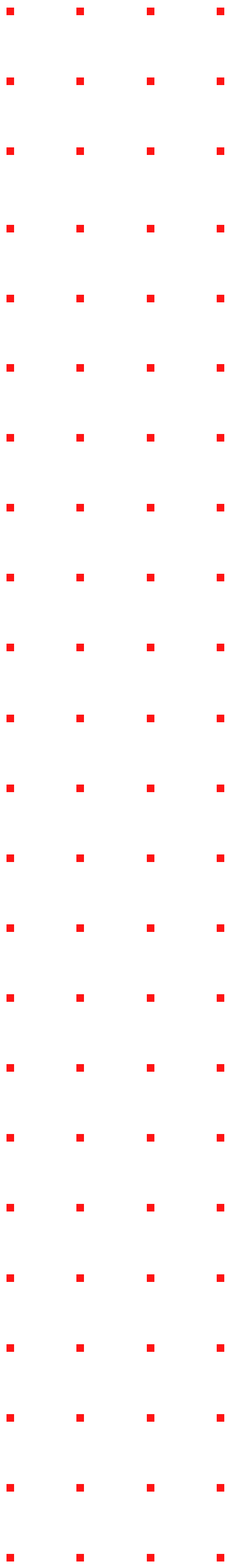
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- ▶ **Enable faster innovation and more agile business operations**

Logicalis and Imperium have built **a trusted long-term, mutually beneficial relationship** where both parties are invested in each other’s success and growth. Our partnership has contributed to the success of the transformation projects as Logicalis are strategically aligned to **help Imperium achieve their goals** while providing proactive support.

Partnering with **Logicalis as a Managed Service Provider (MSP)** offers Imperium numerous benefits. Firstly, it **ensures consistent and reliable IT support**, reducing downtime and enhancing productivity. The arrangement provides **access to a broad team of experts** with specialised knowledge, which is more cost-effective than hiring in-house staff. Logicalis also offer **scalability**, allowing Imperium to easily adjust their IT resources based on demand. Additionally, as an MSP, Logicalis stays up to date with **the latest technology trends and security protocols**, ensuring that Imperium's IT infrastructure is both current and secure.

This proactive approach helps in **preventing potential issues before they become major problems**, ultimately leading to cost savings and improved efficiency. Overall, **Logicalis helps Imperium focus** on its core business activities while leaving the complexities of IT management to the experts.



Logicalis has been a long-term partner for us. Their team is always available to discuss and solve problems whenever they arise, keeping our systems secure and running smoothly. Their support has been invaluable in driving our strategic IT Initiatives.

Rhona Humphreys
Director
Imperium Group

