iStreet Solutions helps Title Insurance company expand its footprint in competitive marketplace

By consolidating and virtualizing their IT function, iStreet helped a fledgling start-up become a market leader.

From Start-Up To Staple

In 2007 a startup title company established a solid brand in the Title Insurance and Real Estate industry. The company continues to provide services and technology that reduce or eliminate manual processes, streamline workflows, and deliver property searches for title ready products and output documentation in near real time.

In their startup phase, company management chose iStreet Solutions as a partner in developing their IT systems. They rented a colocation cabinet in our iStreet data center to house their company-owned computing equipment. This equipment included a variety of Cisco networking, Dell computing, and EMC storage products. Unfortunately, over time, the initial CAPEX and ongoing support costs for the equipment became burdensome. After a number of years it became time to refresh their old equipment with a much-needed new equipment solution.

Colocation vs. Virtualization

iStreet was asked to provide an OPEX solution to the company in place of their colocation solution. We responded with our iStreet managed cloud offering built on VMware.

We proposed various Microsoft software products for their solution including Windows Server 2008 R2, MS-SQL, Internet Information Server (IIS), and Windows 7 virtual desktops.

Modular Development & Production

For this company the production environment is critical to the financial performance of their business. They chose to create a 3-tier architecture to ensure that development processes did not impact production servers. Their forward thinking approach included a Development tier, a Quality Assurance/Test tier (QA), and finally a Production tier. Using this approach guaranteed a 100% available customer facing web presence. At the same time, it kept any uncertainties of the development and QA environments completely isolated from production. Over the years this approach has proven to be extremely effective, as production down time is purposefully scheduled during windows of seasonally low usage times.

Success Built On Scalability

iStreet deployed the software on its IaaS managed platform composed of VMware, NetApp, Cisco and HP products at their secure data center in Sacramento, CA. High speed Internet connectivity of 1Gbps was also deployed to ensure the workload was handled with low latency.

The company was able to concentrate their efforts on application development and title solution delivery while iStreet handled their day to day IT operations services.

They now have a low OPEX monthly fee for the iStreet platform enabling them to provide their customers with 100% reliable, high performance title solutions.

Industry
Title Insurance and Real Estate

Business Issues
Convert CAPEX to OPEX

Solution
- 3 Tier application architecture
- 100% production uptime
- Phased approach for rollout

Results
- Hardware concerns offloaded to iStreet
- Segregated development environment
- Monthly OPEX payment structure
- Secure production system with 100% up time

Products/Services/Solutions
IaaS Platform
- VMware based
- NetApp Storage
- Microsoft Software

Complete Managed Hosting Package Including: Application Management, maintenance, operations, and support