LaSalle SOLUTIONS
CONNECTS TO PRIVATE CLOUD FOR DATA-DRIVEN IT WITH COMCAST BUSINESS

Managed Service Provider Leverages Gigabit Ethernet
Services to Connect Three Sites

COMCAST BUSINESS B4B

MANAGED SERVICE PROVIDER SUPPLIES CUSTOMERS WITH THE TOOLS TO SIMPLIFY AND OPTIMIZE TECHNOLOGY OPERATIONS

Founded in 1980, LaSalle Solutions is a leading provider of technology lifecycle management solutions that include asset, maintenance contract, lease, financing and engineering services for large organizations in the medical, finance, professional services, manufacturing and retail industries. Headquartered in Rosemont, Illinois, LaSalle Solutions has locations throughout the country, including California, New York and Texas.

RELOCATION PROVIDES OPPORTUNITY TO REASSESS NETWORK ARCHITECTURE

LaSalle Solutions, a subsidiary of MB Financial Bank, N.A., had operated out of its parent company headquarters for a number of years. With its own business expanding, MB Financial decided to move LaSalle Solutions into a separate building to accommodate employee growth. When LaSalle relocated to its new location, the company had to quickly connect the new office to MB Financial headquarters — which housed the company data center — and to its disaster recovery site to ensure that customers had uninterrupted access to its hosted services.

With the relocation, LaSalle Solutions was also looking to move its network architecture to a private cloud model for increased efficiency. To do this, it needed a secure, reliable and high-performance network.

"We wanted to make the move to the cloud because most of our customers are already there and it makes sense for our business to run that way too," said Edward Garcia, CIO, LaSalle Solutions. "However, being a subsidiary of a bank, we needed a network that would provide us with the confidence that we hold the keys to our domain but allow us to finally move elements of our business, like project management and video conferencing tools, into the cloud."

COMCAST BUSINESS ETHERNET SERVICES DELIVER RELIABILITY AND PERFORMANCE TO ESTABLISH CLOUD INFRASTRUCTURE

When LaSalle Solutions was preparing to move into its new office space, it began comparing service provider options. LaSalle Solutions knew it needed to implement network services that could scale with the company and provide at least a gigabit connection to support its customers' business needs. With the help of trusted technology partner Teleconsortium, LaSalle chose Comcast Business to install a three-site Ethernet Network Service (ENS) and Ethernet Dedicated Internet (EDI) service to provide multi-gigabit, high-performance network services and connectivity between its headquarters, data center, and disaster recovery site, and any future locations in the metro Chicago area.

SITUATION
- IT solutions company founded in 1980
- Provides technology lifecycle management services
- Four offices across multiple states

CHALLENGE
- Relocated to a new building separate from its data center
- Needed a high performance connection to link multiple locations
- Lacked sufficient capacity to move to a private cloud architecture

SOLUTION
- Comcast Business Ethernet Network Services
- Comcast Business Ethernet Dedicated Internet

RESULTS
- High-performance, multi-gigabit network services connecting multiple locations
- Ability to move to a private cloud architecture

To seamlessly connect LaSalle's distributed enterprise and create the hybrid cloud environment the company needed, Comcast Business established a 1 Gigabit per second (Gbps) ENS connection to the company's headquarters in Rosemont and its off-site disaster recovery facility. Comcast Business also connected LaSalle Solutions' data center to the cloud with a 10 Gbps connection and a 100 Megabit per second (Mbps) Comcast Business Ethernet Dedicated Internet (EDI) connection. With a new gigabit Wide Area Network (WAN) connecting its distributed enterprise, LaSalle Solutions has the capacity to move services like video conferencing and task management services into the public cloud, while still being able to maintain a secure, private cloud environment to service its customers. As a byproduct, LaSalle Solutions employees can enjoy faster transfers and downloads of large, data-intensive files.

"Comcast Business delivered a high-performance WAN solution that connects our distributed enterprise, allowing us to service all of our customers as if they are in the same building. This helps us meet our goal to provide value-added services that enable network reliability and stability to best serve our clients' needs and grow our own business," concluded Garcia.

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- Edward Garcia
CIO
LaSalle Solutions