



BRADY WARE
& COMPANY

Company Profile

Brady Ware & Company
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www.bradyware.com

Industry. Accounting, tax, finance and business management

About Brady Ware & Company.

Brady Ware combines tax, audit and advisory expertise with industry-specific knowledge. The company's highly experienced financial professionals guide clients through their complex financial and tax issues. Brady Ware works collaboratively with its clients to create custom financial solutions

The Challenge

Brady Ware's private cloud needed a major investment of resources and additional expertise to continue to support its burgeoning IT requirements

The Solution

Employ nGenx to create a hybrid cloud solution where nGenx manages all infrastructure and provides a Platform as a Service solution for Citrix and MS Windows Server; and Brady Ware oversees all software deployment and management

Key Benefits

- Strategic partnership with an experienced cloud provider
- Unlimited infrastructure capacity into perpetuity without added capital expenditures
- Redeployment of IT resources toward projects that improve company effectiveness

Customer Success Story: Brady Ware & Company

nGenx Creates Hybrid Cloud Solution for Brady Ware

Using its deep understanding of the cloud and outside-the-box thinking, nGenx developed a unique hybrid cloud solution to support and augment the Brady Ware private cloud.

Setting the Stage for Change

The staff at Brady Ware & Company, a CPA and business advisory firm, works hard to become an important part of their clients' teams. To ensure the highest possible level of client support, the firm invests heavily in its people and processes.

Information Technology has always been a critical component of the Brady Ware process. In 2007, the firm separated itself from other companies by deploying a private cloud to provide its accountants and support staff a more secure and controlled environment for storing client information and managing software applications. At a time when most were just learning the word "cloud," Brady Ware's internal IT team successfully deployed a private cloud. The system helped the firm continue to meet its high standard of client support.

By 2012, the Brady Ware cloud needed a major investment in hardware and expertise to support the firm's growing environment. Faced with a potentially large capital investment, the IT group determined that although it had strong in-house IT capabilities, it would need yet more expertise to keep its cloud state-of-the-art. The company leadership also knew that it could gain economies of scale by leveraging its own skill sets, particularly for managing applications, while outsourcing other elements of the network.

Investigating the Market: nGenx Rises to the Top

As the Brady Ware team set out to choose its cloud services partner, they sought a company with:

- Deep, in-house expertise in cloud computing
- A solution that could scale indefinitely
- The ability to augment and support its cloud structure
- Flexibility and creativity
- A cost-effective approach

Brady Ware conducted a national vendor search to find the best fit for its needs. The IT staff found quite a few reasonable out-of-the-box solutions, even some developed specifically for accounting firms. However, Brady Ware did not want to settle for what other companies had. It sought a custom solution that best fit its particular needs and would keep Brady Ware ahead of the cloud computing curve.

Brady Ware chose nGenx, because it was the only company who reached outside of its product set to create a solution designed



ANY APP | ANY DEVICE | ANYWHERE.

Customer Success Story: Brady Ware & Company

specifically to meet the Brady Ware challenge. The nGenx solution was inherently scalable, allowing it to support Brady Ware's IaaS and PaaS needs into perpetuity. Additionally, what the nGenx team developed also met Brady Ware's budgeting requirements.

Seek First to Understand. As nGenx does with all customers, before it ever began discussing solutions or products, the team set out to really understand Brady Ware's pain points and goals. This approach resonated with Brady Ware as the firm approaches its clients in the same manner.

Brady Ware and nGenx Today

nGenx supports Brady Ware with a custom solution that includes both Infrastructure and Platform as a Service. Brady Ware has access to both MS Windows Server and Citrix XenApp, and the necessary infrastructure for storing its numerous applications and vast amounts of data. Additionally, nGenx provides smart hands solutions for performance tuning and configuration issues. In essence, nGenx is an important part of Brady Ware's IT team, and its cloud acts as a node on the Brady Ware network.

The Brady Ware IT team continues to oversee the management of its applications. They maintain 47 separate applications specific to their business, including multiple versions of Peachtree, QuickBooks, MS Office and various tax and accounting packages.

Working together, the Brady Ware and nGenx teams completed the conversion over a single weekend with zero downtime. Brady Ware's accountants and staff left work as usual on Friday. When they arrived Monday morning, they were unaware anything had changed. Going off without a hitch, however, did not just happen: it took a well orchestrated plan. The nGenx team devoted the necessary time to assessing the Brady Ware network and to developing a plan to deploy the solution, which it did on-time and on-budget.

Ongoing Success with nGenx

Often, the decision to outsource becomes one of both cost savings and improved efficiency. Brady Ware has realized both of these in their relationship with nGenx. The firm reorganized a portion of its IT staff away from mundane network tasks to an emphasis on applications engineering in support of the firm's software deployments and management.

The efficiency that nGenx provides Brady Ware has had another major impact on its IT team. The Brady Ware IT staff is now free to proactively pursue other new technologies and internal projects in support of company growth, instead of devoting significant energy to managing servers, data center environments, data backups and platform upgrades.



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About nGenx

Since its founding in 2000, nGenx has been a pioneer in the cloud computing industry, working with Microsoft, Citrix, Intuit and others to develop hosted IT applications provided through the cloud.

nGenx markets its solutions through a highly robust white label program supported by its nGenx Control Panel, a single pane-of-glass provisioning system that allows partners complete control over their customers.

nGenx operates a network of autonomous data centers, each approximately 100 miles apart, all connected by a highly available fiber-optic network. From these data centers, the company provides cloud computing solutions with inherent geographical diversity for its customers.

nGenx's cloud computing and IaaS solutions are SSAE 16 certified, assuring all nGenx customers that its processes and facilities are tested and secure.