

Gatsby & White in the cloud: Easy and more secure



ABOUT THE CUSTOMER

Gatsby & White is an independent, privately-owned insurance brokerage company. It has been growing steadily since it was founded in 2013. Now offering a wide range of services and custom life insurance solutions in the brokerage and agency services segments, it employs around twenty people and manages assets worth more than three billion euros on behalf of fifteen hundred clients.

ABOUT THE PROJECT

Complete externalisation! All of gatsby & white's information resources are in the WESTPOLE cloud.

A carefully considered choice that provides not only easy access to data and guaranteed high security, but also substantial savings. Gatsby & White operates in four countries: Luxembourg (head office), Belgium, Switzerland, and Liechtenstein.



“We play an essential role as the interface between the insurer and the policy holder. Our mission is a long-term responsibility”, explains Michiel Van der Biest, Chief Operating Officer, Gatsby & White. “The purpose of our existence is based on our legal duty to find the right solutions and help our clients under all circumstances.” Like most newly-formed companies, Gatsby & White started out with a few PCs connected in a local network. Because the company experienced sustained growth, the limitations of its information system infrastructure soon became apparent, at least to the in-house team in charge of it.



“Before considering a cloud solution, we investigated the market to identify the partner best able to support our company plan,” adds Michiel Van der Biest. “We were looking for a partner that would be both flexible and solid. Following an invitation to tender, WESTPOLE quickly became the leading contender, ahead of three other bidders. Their proposal provided a guarantee of real agility. It was also the most competitive bid, and it had the backing of WESTPOLE.”

THE CLOUD, WITH AN AS-A-SERVICE-ECONOMY CONCEPT

Initially, in choosing a cloud computing platform, our aim was to divest ourselves of the information system management problems inherent in any business so that we could focus on our company’s core mission. For Gatsby & White, cloud computing also creates another way to put people at the heart of the company by inviting them to collaborate, whether internally or externally. When all authorised users have access to the applications and data online, it is easier to work together, whilst centralising and synchronising documents in real time. Michiel Van der Biest says: “Everyone can access the information relevant to them whenever and wherever required. You can finish a project at home or prepare for a meeting without having to move your data, with all the risks that entails.”

Cloud computing is part of the emerging As-a-Service Economy trend. In this model, value is created by ready-to-use, scalable on-demand services that have a direct impact on the company’s profits. To achieve this value creation, complexity, inefficiency, and manual operations must be eliminated in favour of simpler, smarter methods.

The flexibility and versatility of the solution offered by WESTPOLE were decisive. For Gatsby & White, implementing the solution did not require any investment on infrastructure. Cloud computing allows companies to overcome the constraints of past deployment models. In this case, Gatsby & White always has all the necessary tools, from general applications for collaborative work to sector-based applications, including CRM. Finally, cloud computing offers employees more autonomy whilst completely reinventing interaction modes.





*MICHEL VAN DER BIEST,
CHIEF OPERATING OFFICER, GATSBY & WHITE*

CUSTOMER'S KEY WORDS

“More and more companies are convinced by the advantages of the cloud. But this migration must not focus solely on cost reductions, flexibility, and innovative solutions. Data security is an important consideration. Especially for a company like us, operating in the financial sector. WESTPOLE reassured us!”

HIGHLIGHTS

Customer: Gatsby & White

Challenge:

- To implement a resource externalisation solution
- Guarantees concerning data availability and security
- Financial competitiveness

Solution:

- Complete externalisation via the WESTPOLE cloud.
- Location in Luxembourg, CSSF-approved PSF site (Financial Services Professional status granted by Luxembourg's financial regulator).

Benefits:

- **Elasticity:** Cloud computing lets you quickly and easily allocate more resources to production applications in response to occasional peak loads.
- **Accessibility:** Cloud computing services are accessible at any time, on all devices, via an internet connection.
- **Cost reduction:** Because computer resources are pooled and invoiced according to consumption, cloud computing is economically attractive.
- **Quick adoption by end users:** The applications that use cloud computing services are easy to adopt. Cloud computing simplifies user habits.



SAVINGS AND GREATER SECURITY

Gatsby & White have noticed that cloud computing facilitates collaborative work. When colleagues work in teams, they need to be able to update their work documents easily. Collaborative tools available in cloud mode, such as Office 365, allow users to avoid generating several versions of the same file, which would then require them all to share the various modifications. Team members can also work on the same document at the same time, even when they are not in the same place. The financial aspect was obviously analysed very closely. Gatsby & White quickly realised the advantages of complete externalisation via the cloud. The cloud implies a transfer of the economic model. It allowed us to reduce our capital expenditure (CAPEX) in favour of a modular fixed sum that can be forecast over time, combined with many options included in the operating expenses (OPEX). The capacities subscribed within the framework of a subscription are upwardly adjustable in real time to cope with seasonal peaks of activity; they are also downwardly adjustable. "Our whole business is based on data, so the integrity and security of that data is fundamental for us," says Michiel Van der Biest. "The solution offered by WESTPOLE guarantees the confidentiality, integrity, availability, and traceability of the data. What's more, WESTPOLE is certified as a PSF (Financial Services Professional) by the CSSF (Luxembourg's financial regulator). This status is a guarantee of quality and, to our clients, it's a mark of credibility. Companies that have this certification enjoy a clear competitive advantage. Ultimately, it's our clients who benefit!"



**Contact us if you want to receive more information
about our services.**

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