

# CASE STUDY

---

## Suites Pro

Commercial Real Estate Firm

IronOrbit® marks are service marks or registered services of IronOrbit, and are registered in the United States and other countries. All other trademarks, service marks, images, products and brands remain the sole property of their respective holders and do not imply endorsement or sponsorship. This case study is for your informational purposes only. IRONORBIT MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS CASE STUDY. All customer examples and the information and results illustrated here are based upon the customer's experiences with the referenced IronOrbit services and are not necessarily indicative of the future performance of IronOrbit services. IronOrbit detailed services descriptions and legal commitments are stated in its services agreements. IronOrbit services' features and benefits depend on system configuration and may require enabled hardware, software or additional service activation. Actual cost of specific hosted environment and performance characteristics will vary depending on individual customer configurations and use case.

## Client: Suites Pro

---

SuitesPro builds and leases eco-friendly executive suites to small businesses and independent professionals. Its most recent project was converting a 2,000 sq. ft. complex into 9 beautifully-furnished private offices, a conference room, a business lounge, and a copy center. Being the first LEED-certified building in Anaheim Hills, CA, SuitesPro employs natural and solar lighting and intuitively conserves water and electricity. Nearly all of the executive suites have been continually occupied since their construction in 2010.

## Challenges & Requirements

---

SuitesPro's fundamental concept was to offer fully-integrated IT services for their entire Anaheim Hills complex. New tenants could then possess immediate, first-day access to the Internet, data storage, hosted desktop and a flexible VoIP telephone system. SuitesPro's desired IT infrastructure would need to be capable of quickly and painlessly integrating new users and connections and handling heavy workloads throughout the day.

Instead of a conventional on-site IT infrastructure, SuitesPro decided that it wanted a private, secure cloud based infrastructure that met or surpassed certain benchmarks in flexibility, stability and manageability. They wanted the company that hosted this cloud for them to provide 24/7/365 technical support and to share the same level of commitment for environmentally friendly or "green" business practices.

*“Simply move in, and you’re ready for business. IronOrbit has provided everything our tenants need in terms of IT. No headaches, EVER.”*

”

Suites Pro Property Manager

# Challenges & Requirements

---

*SuitesPro briefly considered a traditional on-site server and workstation IT infrastructure but decided against it for several reasons:*

- 1. The tenants, especially those safeguarding the financial information of their customers, would be uncomfortable sharing server resources with other companies in the suite.**
- 2. An on-site infrastructure could not be customized to coincide with the individual needs of separate tenants.**
- 3. SuitesPro might get stuck with underused, expensive, energy-consuming hardware.**
- 4. Integrating the tenants' pre-existing devices and hardware with the on-site network could be difficult.**
- 5. SuitesPro would not be able to fix any IT problems itself and would be required to consult a professional IT services provide.**
- 6. Continually replacing and maintaining inefficient hardware clashed with SuitesPro's environmentally friendly philosophy.**



LEED, or Leadership in Energy and Environmental Design, is redefining the way we think about the places where we live, work and learn. As an internationally recognized mark of excellence, LEED provides building owners and operators with a framework for identifying and implementing practical and measurable green building design, construction, operations and maintenance solutions.

# IronOrbit Hosted Solution

---

IronOrbit fulfilled SuitesPro's unique IT requirements by providing a complete, customized virtualized desktop infrastructure (VDI). Virtualized desktops provide for the same appearance and capabilities of a standard workstation but are available from anywhere in the world. Unlike a conventional "standard" desktop, these desktops are professionally managed, maintained and backed-up to ensure maximum business efficiency for its user.

A virtual desktop is accessible to its owner from any web-enabled device. The IronOrbit VDI solution for SuitesPro eliminates the need for on-site hardware or IT management. IronOrbit's desktop virtualization increases efficiency, reduces costs, and improves data security.

## ***VDI powered by IronOrbit enabled SuitesPro to:***

- **Be the only provider of fully IT integrated office suites which encompass data, telephone and technical support requirements**
- **Scale up or scale down its infrastructure according the exact amount of users, connections, and storage required for each tenant**
- **Provide individually customized desktops to meet the requirements and preferences of each tenant**
- **Easily migrate or remove the infrastructure services of a vacating tenant**
- **Not purchase, maintain or continually replace costly on-site IT hardware**

# Case Achievements

---

**With LEED-certified construction** processes, SuitesPro reduced its energy usage by 27%, its water usage by 48%, and construction material waste by 90%. It added an additional 30-77% reduction in energy consumption by selecting IronOrbit's hosted solutions over an on-site IT infrastructure.

**IronOrbit's virtualized desktops** also provided day-one integrated IT services to all of SuitesPro's tenants. IronOrbit relieved SuitesPro from large capital expenditures on desktops, servers and networking equipment, unpredictable IT costs, and the headaches of managing and supporting all of the systems involved.

**All at once**, SuitesPro achieved greater IT efficiency, lowered its expenses, and maintained its status as an elite provider of environmentally-friendly executive suites. The synergy between IronOrbit and SuitesPro clearly demonstrates that going "green" doesn't have to involve sliding into the red.

# Project Highlights

---

**IT Needs:**

- Flexible and scalable IT infrastructure
- 24/7/365 complete technical support
- Environmentally "green" IT solution
- Fully hosted technology infrastructure

**Company:**

- SuitesPro
- Real-estate leasing (executive suites)
- Environmentally-conscious, fully-integrated IT

**IronOrbit VDI features:**

- Low, fixed monthly cost
- Secure virtual desktops
- Fast & easy user experience
- Premier support, 24/7/365

**Solution:**

Secure, private cloud desktop infrastructure (VDI) backed with 24/7/365 technical support.

## About Us

---

IronOrbit is part of the SACA Technologies group of companies, a family of IT businesses specializing in cloud computing, networking, virtualization and managed IT.

In 2003, SACA's leadership noticed an increase in demand for cloud-hosted desktops, servers and applications. Recognizing the importance that cloud computing would play in the future, our leadership founded a new enterprise dedicated exclusively to cloud services. That enterprise was IronOrbit, one of the world's premier suppliers of cloud-hosted IT infrastructure.

At IronOrbit, we're committed to delivering cloud services that go above and beyond. We aim to take your IT beyond the cloud and into orbit, with the most powerful, comprehensive and flexible services in the industry. This ethos is reflected in our business name, which was inspired by our commitment to truly "out of this world" service. From services to support, everything we do revolves around you, the client.

## Contact Us

---

**IronOrbit**  
5101 E. La Palma Ave.  
Suite 200  
Anaheim Hills, CA 92807

**Sales Department**  
sales@ironorbit.com  
**Support Center**  
support@ironorbit.com

**Career Opportunities**  
careers@ironorbit.com  
**Partnership Opportunities**  
partners@ironorbit.com



Learn more at [www.ironorbit.com](http://www.ironorbit.com) or call us at (888) 753-5060