

# enStratus Delivers Flexibility and Control for Quantum Retail



**Location:**  
Minneapolis, MN

**Website:**  
[www.quantumretail.com](http://www.quantumretail.com)

**About:**  
Merchandising optimization solutions for retailers

## Key Highlights

### Challenge

Needed to provide more flexible and cost-effective infrastructure

### Solution:

Leverage enStratus for management, governance and control of their cloud infrastructure

### Benefits:

Reduced IT infrastructure costs, improved cost tracking and more complete governance of their cloud infrastructure

## Background

Quantum Retail helps retailers make better use of existing inventory levels through the use of science. Quantum Retail's merchandising optimization solutions help better allocate, replenish and decide what products go where, which allows them to focus on merchandising.

Quantum Retail delivers on-premise and hosting solutions to a range of leading retail clients, such as Kohl's, Marks & Spencer and Guitar Center.

Historically, Quantum Retail utilized managed hosting services for all server resources, software development, unique customization and corporate infrastructure.

## Why Cloud Computing?

In 2009, Quantum Retail needed to transition their IT infrastructure to be more flexible and cost-effective for their clients so they turned to cloud computing. To meet this need, Quantum Retail selected Amazon Web Services to deliver their cloud computing infrastructure for their development environment, corporate infrastructure, client implementations and custom developments.

"Cost was a big driver," said Quantum Retail's Thomas Kipp. "In traditional computing, there are cost plateaus. Traditionally, we would have to purchase expensive iron, but now we can spin up for the three months for the implementation and shut down. We wanted something more smooth to better manage our infrastructure needs more closely to what we are using."

## External Governance

Quantum Retail also selected enStratus in 2009 to deliver governance, controls and improved cloud management capabilities. One of the key benefits of the enStratus solution for Quantum Retail was the range of cloud governance capabilities including the security and reliability capabilities.

"Receiving notifications from an external source from your cloud provider about the availability is definitely beneficial," commented Kipp. "Also, having keys managed outside the cloud with encryption is a critical benefit for the security of our clients applications and data."

### Cost Management

“ It is important for us to track cloud infrastructure cost by client. We would not be able to do that without enStratus.

- Thomas Kipp, Quantum Retail

One of the key goals of moving to the cloud was to reduce costs. Quantum Retail appreciates the expertise enStratus brings in ensuring cloud infrastructure costs are kept to a minimum.

“enStratus is a great partner and is helping us ensure our applications are architected for the cloud, and will take advantage of the low-cost structure for our customers,” said Kipp.

Another key need for Quantum Retail was the ability to track the variable costs of the IT infrastructure by client. With enStratus, billing codes can be assigned and tracked by client or project to provide visibility as well as hard and soft quotas for complete financial control.

“It is important for us to track cloud infrastructure cost by client,” said Kipp. “We would not be able to do that without enStratus.”

### Flexibility and Control

In addition to cost controls, access rights are also important to Quantum Retail. enStratus role-based security provides Quantum Retail with flexibility, while helping them retain control of their infrastructure.

“Allowing the right users the ability to sign up infrastructure makes us react quicker to customers,” said Kipp. “In addition, role-based access levels with enStratus ensures our systems are managed by the right people—for instance, developers can’t touch the corporate infrastructure.”

### Moving Forward

Quantum Retail is now beginning to take the next steps in the use of cloud computing infrastructure where appropriate for business. One key expansion is in the ability to make the cloud infrastructure more efficient using Lightweight Directory Access Protocol (LDAP) integration.

### About enStratus

enStratus™ is a cloud infrastructure management solution for deploying and managing enterprise-class applications in public, private and hybrid clouds. enStratus has a multi-cloud architecture that provides security, reliability and cloud independence.

We deliver governance for the cloud through a patent-pending security architecture and a powerful management console across all leading public and private clouds.

Based in Minneapolis, Minnesota, enStratus serves hundreds of organizations worldwide including Korea's largest telecom provider KT, Silanis, SAIC, and The Cloud Security Alliance.

1201 Marquette Ave S  
Suite 150  
Minneapolis, MN 55403

612.746.3091

[www.enstratus.com](http://www.enstratus.com)  
[contact@enstratus.com](mailto:contact@enstratus.com)

“We are excited that LDAP integration is available now with enStratus,” stated Kipp. “That will be a big win for us.”

Another major benefit of using enStratus is the ability to manage all the leading public and private cloud solutions from one unified cloud management solution. enStratus supports Amazon Web Services, Cloud.com, Eucalyptus, GoGrid, Rackspace, ReliaCloud, Terremark, VMware and Windows Azure.

“Having a management overlay to the different clouds that we use will be important to us moving forward,” said Kipp.