

“I have rarely, if ever, come across a supplier who is as proactive, responsive, commercial and dynamic”

Guy Nixon | CEO and Founder of Go Native

## Client



**Go Native Ltd**  
**Turnover: £30m+**  
**Employees: 70+**

Go Native are market leaders in the sourcing of luxury Serviced Apartments and temporary housing for the corporate market with a growing client base among independent business travellers managing their own accommodation needs. From early beginnings in the UK, Go Native now provide their clients with specialist support in a growing number of international markets through an increasing network of offices and partners.

## IT Challenge

Before joining secureVirtual, Go Native were spending a significant % of their costs on IT expenditure. When a new CFO joined the company he wanted to understand why their costs were so high and reduce them wherever possible. Along with the significant costs the business was suffering from outages, IT management overheads, scalability restrictions and a series of different pieces of internal software to manage.

## IT Requirements

- Cost - understand where the money was going and how it could be reduced
- Reliability - Reduce the amount of downtime as much as possible
- Flexibility - Help the business scale staff numbers easily, up and down
- Reduce support - Implement systems that don't need such intensive support
- Management - help make the IT management much simpler
- Staff benefits - Enable employees to work from anywhere

## Solution

secureVirtual helped Go Native in two phases

### 1. IT Review:

Before proposing any changes secureVirtual undertook a detailed review of Go Native's IT setup. Highly experienced consultants from secureVirtual looked at every element of IT spend, business processes and the operational infrastructure. Our final report gave Go Native's CFO a complete insight into where they were spending money and recommendations on how reduce costs.

### 2. Outsourced IT Solution

Using Hosted Desktops, Application Hosting and Consultancy-on-demand secureVirtual were able to solve Go Native's IT headaches and save them a significant % of cost. Moving desktops to secureVirtual's cloud platform allows users to work from anywhere while keeping data secure in the central environment. Go Native no longer have to worry about managing servers in their comms room and were able to reduce their IT team headcount.

## Results / Benefits

- Cost – a 40% reduction in IT infrastructure costs
- Reliability – 100% uptime since joining secureVirtual
- Flexibility – A per user per month model allows Go Native to scale up and down easily
- Management - secureVirtual support one internal resource to provide all IT support and management
- Knowledge – secureVirtual's IT Directors help define new projects and IT strategy

## Want to know More?



**Meet us for a no strings attached coffee and see what you think**

Call us 020 8099 1501  
Email us hello@securevirtual.com