Success Story:
Open Line

Open Line, a true Trusted Cloud provider, offers services like IaaS and PaaS, secure private-, public- and hybrid cloud solutions all in an affordable managed service concept.

Business Challenge

Up until recently, application packaging within the Open Line organization has been handled using AdminStudio® software suite. As this suite is very expensive, Open Line has started a search for a less expensive alternative that still suited their needs.

"As it turned out one of our colleagues, which had been stationed with one of our customers, received an assignment to maintain and alter several MSI packages, which were already being deployed within that customer's environment, with the packaging suite they already used for that purpose. That solution turned out to be PACE Suite," Open Line packaging team said. "He mastered this suite in a reasonably short time and, as he also knew the current Open Line standard of AdminStudio®, he could easily compare the similarities and differences between AdminStudio® and PACE Suite."

The adoption of PACE Suite

At the time that the previously mentioned colleague returned to Open Line, he promoted PACE Suite as easy to work with and a lot less expensive in terms of licenses. With that in mind, the process of adoption within Open Line's management was pretty straightforward by creating a small comparison overview what the cost savings would be in switching to PACE Suite. As the number of colleagues that had to work with packaging activities was also a known factor, the total cost savings were more than obvious and the adoption process did not take very long. Also, managing the existing packages, which had not been created with PACE Suite, was still possible, which completely eradicates the need for maintaining a copy of AdminStudio®.

"AdminStudio® is a reasonably complex packaging tool. It tries to combine all possible features, whether these are needed or not, into one large solution. As packaging within Open Line and in its customer environments does not need all possible features, it was a relief to see that in PACE Suite, several features can be used through different separate tools. This simplifies packaging a lot in various cases."

Additionally, in PACE Suite a lot of manual operations, like settings and exclusions while creating a package, are automated, which save a lot of time.

"During the first use of PACE Suite, it was clear to our packaging engineers that building packages was a lot faster compared to AdminStudio®. Time savings are very clear, in minutes or in some cases hours per week."

Business Benefits

Among the benefits Open Line has identified for themselves are:

— Licensing cost are only a fragment of the original packaging solution.

— Adaptation and learning curve of usage of PACE Suite are very short.

— Packaging time has decreased significantly due to simplification of the tools in use and optimization of the speed of the packaging technical process.

— Maintaining existing packages initially created with AdminStudio® is still possible and very easy with PACE Suite.

"With regards to value for money ratio, PACE Suite compared to AdminStudio® is the biggest win. Not only are the licensing costs very much lower but also timesaving in the long run will be significant." commented in Open Line.

About Open Line

Today external cloud services play an increasing role in organizations' IT plans. Present and future shifts and changes are induced by several causes, often at the same time on the levels of: customer behavior and expectations, new economic realities, ecosystem / industry disruption and the accelerating adoption and innovation regarding emerging or existing digital technologies. In practice, end-to-end customer experience optimization, operational flexibility and innovation are key drivers of digital transformation.

In this respect Open Line believes in strong partnerships and works for - and with you to fully understand your requirements to meet your cloud business requirements and digital transformation efforts. Open Line supports and advise customers in a variety of branches in designing, building and managing complex IT outsourcing projects. Strategic cooperation with suppliers and clients is in our believe key to innovation. We consider innovation to only be successful if our clients see and feel the added value. Ultimately, success is determined by our most important asset: our people! We've built a cloud infrastructure on products of best-of-breed technology partners and we can offer you services like IaaS and PaaS, secure private-, public- and hybrid cloud solutions all in an affordable managed service concept; a true Trusted Cloud provider.

Visit https://openline.nl/ to learn more about Open Line and its services.

Next Steps:

You can download a free fully-functional evaluation of PACE Suite at

https://pacesuite.com/try/