



# Empalis Consulting implements profitable new strategy with Predatar.

Predatar opens up new revenue streams for German IT consultancy embracing cloud solutions.

## Empalis has:

- Opened up new revenue streams
- Reoriented to become a managed services provider
- Positioned itself to offer new cloud capabilities
- Provided new tiered services to customers
- Improved scalability of its services business
- Improved customer satisfaction scores
- Introduced remote working

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**Predatar has given our business a new direction and new sources of revenue, which makes the future very exciting.**

Alina Mot, CTO  
Empalis

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# Introducing Empalis

Since 1989, Stuttgart-based Empalis Consulting has been bringing businesses right across Germany its deep expertise in IT infrastructure.

The business has expanded its capabilities in the IBM Spectrum suite beyond IBM Spectrum Protect (formerly IBM Tivoli Storage Manager) and now provides a wide variety of consulting services in project management, distributed systems, system automation, middleware and collaboration, along with IT security and training.

The 30-plus staff use their expert knowledge and experience to add significant value to a broad range of clients in pharmaceuticals, finance, insurance and IT provision.

## The Challenge

More than three years ago Empalis realised that as cloud adoption increased, it must shift to a managed services model in order to meet changing customer requirements. It chose Predatar to provide the solution, having understood how its transformative technology opens up many new business opportunities in backup-as-a-service, disaster recovery-as-a-service and replication-as-a-service.

## The Solution

To meet the changing and diverse needs of its customers, Empalis has used the uniquely sophisticated, user-friendly and highly scalable capabilities of Predatar to develop special tiered packages, known as Empalis Service Plus.

The first of these packages became operational in the middle of 2016 and the full range is set to be available in March 2017. Predatar has also enabled Empalis to introduce remote working for its consultants.

## The Benefits

Empalis' development of its tiered packages will place it in the vanguard of companies capable of responding to increasing cloud adoption, enabling it to on-board clients needing managed services very swiftly.

Staff at Empalis can already see how customers are using Predatar to improve service levels. Gerd Becker, IBM Spectrum Protect specialist and member of the Empalis Service Plus team said:

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**This is the main gain and allows us to talk to customers, discuss their backup environment and get far more insight. Crucially, that gives us the opportunity to preview what they need, generating new projects and new revenue streams for us.**

**Gerd Becker, IBM SP**  
Empalis

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For Markus Stumpf, Technical Operations Director of the Empalis Service Plus team, the benefits of implementing Predatar cannot be over-stated.

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**Predatar has changed our strategy completely, because of the way we can combine it with our own services.**

**Markus Stumpf, TOD**  
Empalis

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## Successful Partnership

**Alina Mot**, CTO at Empalis is also full of praise for Predatar as a business partner.

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Predatar's CEO **Alistair Mackenzie**, was equally excited by the Empalis / Predatar partnership.

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**Empalis is a highly expert professional services company, so we are delighted to see that the agility, insight and competitive advantage provided by Predatar are helping it to evolve so successfully.**

**Alistair Mackenzie, CEO**  
Predatar

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