

Cypress Lawn Builds on Partnership for Enhanced Cloud & Network Management

Cypress Lawn, a cornerstone of the San Francisco Bay Area since 1892, partners with vCom Solutions and QuantumShift to strengthen its cloud and network infrastructure, achieving significant performance, security, and financial optimizations.



BACKGROUND

Cypress Lawn, a historic cemetery in Colma, California, is renowned for its funerary art, lush landscaping, and notable interments. A cultural landmark for over 130 years, it remains a trusted institution, helping families honor loved ones with dignity and care.

“We greatly appreciate having consolidated sourcing, ongoing management, and streamlined billing for multiple IT services and from several providers, through one partner and in one platform.”

TERESA HABECK
CYPRESS LAWN
HEAD OF IT

CHALLENGES

Cypress Lawn faced the challenge of modernizing its IT infrastructure to meet increasing operational demands. Its existing network struggled with outages and inefficiencies, while cloud costs and performance optimization presented additional hurdles. The IT team lacked the resources to address these issues comprehensively without impacting core responsibilities.

The network infrastructure required significant upgrades, including enhanced resilience and connectivity across multiple locations, alongside integration with critical SaaS providers. Similarly, the cloud environment in Microsoft Azure was underperforming, with architectural inefficiencies driving up costs and limiting performance. Cypress Lawn needed an expert partner to guide them through a transformation that would balance quality, functionality, and cost-effectiveness.



IT Under Management

- 34 circuits

Challenges

- Outdated network infrastructure across multiple locations
- High cloud costs and underperforming Microsoft Azure architecture
- Limited internal resources

Impact

- \$250,000+ in annual savings
- Deployment of high-availability SASE infrastructure across 11 locations with multi-vendor backup
- Nearly 100% uptime and a simplified IT management process for enhanced operational efficiency

SOLUTION

To address these challenges, Cypress Lawn partnered with vCom to implement a comprehensive solution, starting with a network transformation. Leveraging QuantumShift, vCom's buyers' club, the organization gained access to aggregated buying power, vendor consolidation, and seamless integration with vManager, vCom's spend management platform. The vCom team designed and deployed a new SASE infrastructure powered by VeloCloud, integrating backup connectivity and high availability across 11 locations. Virtual Edges were deployed in Microsoft Azure to ensure seamless cloud service connectivity, while vCom's Managed Network Services took over the ongoing management of circuits and hardware.

For the cloud environment, vCom's Cloud Lifecycle Management team conducted a detailed audit of the Microsoft Azure infrastructure. They uncovered opportunities to eliminate inefficiencies and enhance scalability, reliability, and cost-effectiveness. The redesigned cloud architecture supported Cypress Lawn's growing operations and ensured ongoing adaptability for future needs.

RESULTS

By partnering with vCom, Cypress Lawn achieved a transformed IT environment that delivered measurable results:

- ✓ \$250,000+ in annual savings, including a 90% reduction in gateway costs and a 65% reduction in SQL database expenses
- ✓ Deployment of high-availability SASE infrastructure across 11 locations, supported by six internet vendors with multi-modality backup
- ✓ Nearly 100% network uptime, enhancing operational reliability and client service delivery

Through this partnership, Cypress Lawn is poised for continued success, supported by cutting-edge IT solutions tailored to its unique needs.

