

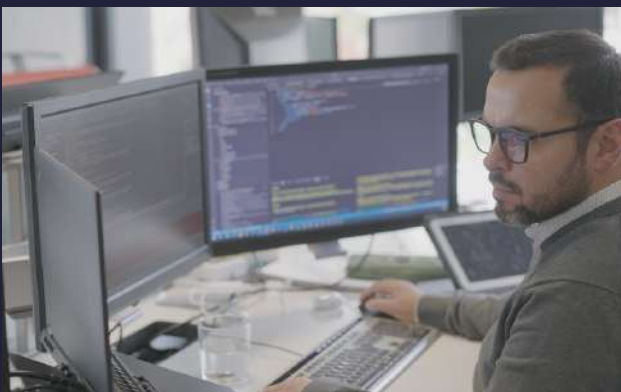
CASE STUDY

Software Editor go to the cloud: a turnkey solution for Metrum



In Luxembourg, Metrum is one of the leading players in integrating the Odoo software suite. In order to offer a comprehensive package to its clients, including hosting the solution and data in Luxembourg, the company has decided to rely on Telindus' "Software Editor go to the cloud" solution.

Operating in Luxembourg, Belgium, and France, Metrum is recognized as a leading integrator of the Odoo ERP, of which it is a "Gold Partner." "We support our clients, mainly SMEs with between 70 and 400 employees, in their digital transformation," comments Antoine Ngo, CEO of Metrum. "To do this, we rely on the capabilities offered by the Odoo software suite, a fully web-based ERP solution. It can be deployed on-premise, on the client's infrastructure, or accessed in Software as a Service (SaaS) mode." The advantage of the SaaS mode is that the organization benefiting from the solution does not have to worry about hosting, managing the solution, and the associated infrastructure.



LUXEMBOURG ACCOMMODATION REQUIREMENTS

If Odoo allows the client to access its solution in SaaS, the editor does so from a shared environment, which does not meet the requirements of many Luxembourgish SMEs. Indeed, these companies want to have higher guarantees of confidentiality and data localization on Luxembourgish territory. "To meet the expectations of our clients, we have therefore sought a partner capable of offering a hosting solution for the solution and data storage locally, with a high level of security," explains Antoine Ngo. "Keeping the information on the territory remains an important argument for our clients. Some have been particularly concerned about data loss or the unavailability of services following the recent fire at a third-party data center. One of the challenges, to make life easier for our clients, is to allow them to overcome the complexity of managing local IT infrastructure, to enable them to concentrate their efforts on their core business."

AN INTEGRATED OFFERING

Metrum then turned to Telindus, with whom the company has a long-standing partnership, to design a "Software Editor go to the cloud" solution tailored to market expectations.

"The challenge for Metrum was to be able to offer our clients the Odoo software solution, supporting their digital transformation, including local hosting, from a dedicated and highly secure environment. It is for this hosting that we needed a robust partner," continues the CEO. "Telindus, beyond the proposed solution, is accredited as a PSF support, offering our clients regulated by the CSSF guarantees of compliance."

AN ENVIRONMENT TAILORED TO EACH CUSTOMER

Telindus proposed to Metrum to have a dedicated cluster within its data center. Within this cluster, resources can be allocated to each client of the company. Each client has its own virtual machine(s), which can be restarted, updated, and backed up according to the company's strategy, with high isolation between each client.

"The equation to solve was not obvious. On one hand, we needed to guarantee a high level of security and data protection, with complete redundancy of the deployed servers. On the other hand, we wanted to offer great flexibility in the sizing of the machines, so they would meet the needs of each of our clients," Antoine Ngo continues. "Since the size of our clients can vary greatly, the required power and volume for each can vary significantly."

FLEXIBLE SUPPORT FOR EVERY CUSTOMER

The environment is fully managed and operated by local software and infrastructure experts. The client has strong guarantees and real visibility over the entire value chain. "Above all, the flexibility of the model allows us to deploy a solution tailored to the needs of each new client in just a few days," explains Antoine Ngo. "By relying on this environment, we can easily provision additional resources or adjust them according to evolving needs. The client has only one point of contact: Metrum."

AN OFFER THAT'S WINNING OVER THE MARKET

The solution quickly gained traction in the market. Most of Metrum's clients prefer the comprehensive, turnkey offering, which provides access to Odoo by leveraging the "Software Editor go to the cloud" solution and Telindus' infrastructure. "The first clients joined the platform a year ago. Since then, there have been no incidents," explains Antoine Ngo. "Moreover, this integrated offering allows us to reach a broader audience. Users appreciate no longer having to worry about infrastructure management while being assured of accessing their data. They also embrace the attractive economic model that is offered."

For Metrum, it's a win-win model. "The partnership with Telindus, naturally, will strengthen with the onboarding of new clients and the implementation of new projects," concludes Antoine Ngo. "Beyond the proposed solution, the model can also support the deployment of other solutions that we offer, particularly in the field of data valorization and business intelligence."

DISCOVER THEIR STORY



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ANTOINE NGO - CEO OF Metrum



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