

# RSM Luxembourg has chosen Telindus, PSF actor and market leader, for its Cloud Computing needs



RSM Luxembourg (“RSM”) is a consulting firm based in Luxembourg, which provides services in audit, tax consulting, accounting, clearance and human resources management. Composed of 60 employees and four separate entities, RSM is member of the RSM International network, 7th world player within independent accounting and audit firms with more than 35,000 employees. In early 2013, in response to the increasingly competitive market, RSM created the fourth entity, a PSF: RSM Financial Services Luxembourg. Since 2014, in fact, through complete accounting and administrative management of regulated investment vehicles services, RSM’s competencies also extend to PSFs, from the launch of investment funds to their administrative management. With no local IT staff, RSM therefore wished to outsource its IT for the entire Luxembourg group to a PSF partner who would fully understand the CSSFs requirements.

## The challenge: enter the Cloud safely

With the creation of RSM Financial Services Luxembourg it became necessary to move into the Cloud in order to avoid significant additional costs related to the management of two distinct computing environments. The Cloud was also the solution required to enhance the collaboration between the teams. So as to ensure its safety both physically and strategically, data had to be migrated into datacenters located in Luxembourg. Furthermore, an absolute protection of the regulated company’s data was only possible through a complete IT segregation from the rest of the group. If the choice of a PSF certified partner was a prerogative, the partner also had to be able to provide a customised assistance and free RSM from any technical constraint related to the mastery of the tool. This partner also had to fully understand the requirements of the CSSF in terms of traceability, transparency and governance through the establishment of an ongoing risk analysis process and the delivery of a descriptive report to the authority. Telindus Telecom’s market leading position proved to be decisive in the choice of a reliable partner.



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## The Telindus solution: an “end-to-end” solution

By providing a global Cloud and national connectivity solution, Telindus Telecom positions itself as the sole interlocutor for RSM. The 2 companies’ entire IT is managed, with complete data segregation, through the “U-flex” solution in Telindus’ mutualised cloud.

Furthermore, RSM also relies on Telindus Telecom, who immediately offered to be the interlocutor for ICT compliance at the CSSF, concerning the implementation of its PSF entity.

If the migration of the 2 computing environments toward Telindus’ datacenters was a delicate step, the operation could proceed in all transparency, with full respect of the imposed deadlines and a near-instant information changeover, without impact on the employees’ activity.

It is Telindus’ traditional integrator business which contributed to the success of the stabilisation phase, during which it is essential to sensitise each user to his new environment.

## The result: uniformity, stability

This solution responds perfectly to the safety, scalability, homogenisation and flexibility requirements outlined by RSM.

RSM can therefore concentrate all its energy and competence on its core business while benefitting from a homogeneous environment. The group can count on a reliable, reactive partner that centralises all of its ICT needs.



From left to right: Philippe Lepape, Account Manager, Telindus Luxembourg  
Laurent Heiliger, Associé gérant, RSM Luxembourg

## The company’s benefits:

- A stable and completely secure environment
- Refocus on its core business
- Have a single interlocutor at the CSSF
- Telindus is RSM’s outsourced IT team

## RSM in a Nutshell

RSM Luxembourg was founded in 2001. The group has 60 employees and four separate entities (RSM FHG & Associates, RSM Audit Luxembourg, RSM Cosal and RSM Financial Services Luxembourg). It integrates the worldwide network of independent RSM International firms whose workforce reaches 35,000 employees spread over 700 offices across 111 countries.



*“Telindus Telecom has demonstrated a real understanding of our business, which has strengthened our will to establish a long-term relationship.”*

**Laurent Heiliger**  
Managing Partner, RSM Luxembourg

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