

# S U C C E S S S T O R Y

CLIENT: *Long Beach Acceptance Corp.*

*A leader in Automobile Financing*



## C H A L L E N G E

Long Beach Acceptance Corp ("LBAC"), a lending institution supporting auto dealerships and consumers across the United States, had built a complex and highly functional network system to support its business. However, the need to migrate from Windows NT Server 4.0 and Exchange 5.5 to newer technologies combined with new Sarbanes-Oxley requirements to place significant pressure on the IT Department. Help was needed with these initiatives to ensure they were successful, and non-disruptive.

## S O L U T I O N

LBAC turned to QTS to help, starting with QTS' QuikDesign™ Active Directory Design process. This allowed LBAC to plan out the migration to Active Directory, while establishing a comfort factor with QTS' personnel. The process raised issues and opportunities, and allowed the LBAC team to become comfortable with the plan and approach. During the process, QTS helped with getting LBAC into the optimal Microsoft licensing program and maximizing their benefits. Following QTS' methodology, the migration to Active Directory was smooth and non-disruptive. Based on Sarbanes-Oxley compliance requirements, QTS performed a QuikSecure™ Security Assessment and Vulnerability Assessment, and worked with the LBAC IT team

on remediation. QTS then implemented GoodLink Server for mobile email access and assisted LBAC with successful migration to Exchange Server 2003 and ISA Server 2004.

## C L I E N T P R O F I L E

*Industry: Financial Services*

*Size: 400 employees*

*Location: Paramus, NJ*

*Technologies: Microsoft*

*Windows Server 2003,*

*Exchange Server 2003,*

*ISA Server 2004, HP*

*Servers, GoodLink Server*

## R E S U L T S

QTS' involvement removed considerable risk from a potentially disruptive migration to Active Directory, and the work was completed on schedule and within budget, while the security work allowed LBAC to comply with its Sarbanes-Oxley requirements. LBAC has subsequently retained QTS for additional projects and enrolled in QTS' QuikAssist™ support plan. This has allowed the LBAC IT team to focus on critical business issues and not the underlying network infrastructure – **Worry-Free!**



## C L I E N T Q U O T E

*"QTS stepped in as a true partner with these projects, working with my staff to transfer knowledge, reduce risks, provide guidance and fill the gaps where we have needed help. Their guidance has been invaluable."*

*Dave Kellogg, Vice-President  
of Information Services  
Long Beach Acceptance Corp.*



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Worry-Free  
Network  
Solutions!*