

for review

Thinking of...

*Offering a Cloud Solution?*



Ask the  
Smart  
Questions

Ian Gotts &  
Stephen Parker



## Case study: TriSys

*With TriSys ASP, our customers can eliminate the cost of replacing servers, upgrading software licenses, ... and maintaining IT headcount—all of which adds up to significant ongoing savings.*

*Garry Lowther, CEO*



*www.trisys.biz*



### **Clear skies - life was fine before the Cloud**

When TriSys first emerged in the early 1990s, the process of soliciting and reviewing resumes (also known as curriculum vitae or CVs)—and then matching prospective candidates to open positions—was a manual, time-consuming task.

The early versions of the product solved this challenge by integrating free text searching with database searching so that recruiters could say, 'I want someone who's available by this date, wants to work in this location, and lives within a 20-mile radius of this particular city.' Before TriSys, recruiters simply couldn't perform this type of multiple query search.



### **Clouds forming - drivers to migrate**

During its first decade in business, TriSys delivered its solutions using the traditional on-premise deployment model. This delivery method worked well for large recruitment agencies with the budget to maintain onsite IT infrastructures. But as the work of recruiting became more automated, many small agencies could not afford to maintain their own servers and IT personnel.

Getting started as a one-person operation is relatively simple and affordable—all a new recruiter needs are a few customers, a stack of resumes, a phone, and a computer. But what happens when a home-based recruitment agency decides to expand? How can an independent recruiter scale to meet the needs of an ever-increasing customer base while still retaining the flexibility and cost efficiencies of a home-based business?



## **Cloud cover – the Cloud solution**

To address these questions, TriSys looked beyond the traditional on-premise deployment model to develop hosted and combined (or hybrid) delivery options. “We started thinking about providing a low-cost virtual office environment for start-up recruitment companies,” says Lowther. “If we could develop a solution that gave these home-based businesses virtual access to the infrastructure that one would normally find in an office environment, then they could grow their businesses while continuing to work from home.”

TriSys developed an on-demand delivery model called TriSys ASP built using Microsoft technologies. With this software-plus-services approach, customers can download the TriSys ASP client to their computers and connect directly to the solution through a remote desktop protocol.

All of the customers’ information, customized forms and templates, et cetera, are hosted in the cloud using XML-based Web services. TriSys hosts and manages the application layer which is 100% Microsoft. The servers and the facilities, providing complete backup and disaster recovery services are managed by Microsoft Gold Certified Partner, DediPower, based in Reading, England.



## **Sunny spells - the benefits**

TriSys ASP provides massive benefits for entrepreneurs entering the world of recruitment because they don’t have to procure hardware, software, or IT services. TriSys has more than 500 customers—and in excess of 7,000 users—in 12 countries around the world.

Currently, more than half of its customers have opted for the on-demand, software-plus-services model, citing recession-resistant subscription pricing, nearly limitless scalability with minimal cost, support of eco-friendly business initiatives, and the ability to work remotely from anywhere in the world.