

# CIOReview

ISSN 2644-237X  
OCTOBER · 07 · 2020

The Navigator for Enterprise Solutions

CIOREVIEW.COM

A portrait of Michael Norring, CEO and President of gcsit, is the central focus of the cover. He is a middle-aged man with grey hair and a beard, wearing a dark suit jacket over a light blue button-down shirt. The background is a solid brown color.

# gcsit

DRIVING  
INNOVATION  
WITH  
PREDICTABLE,  
SCALABLE, AGILE  
INFRASTRUCTURE

Michael Norring,  
CEO and President



# gcsit

## DRIVING INNOVATION WITH PREDICTABLE, SCALABLE, AGILE INFRASTRUCTURE

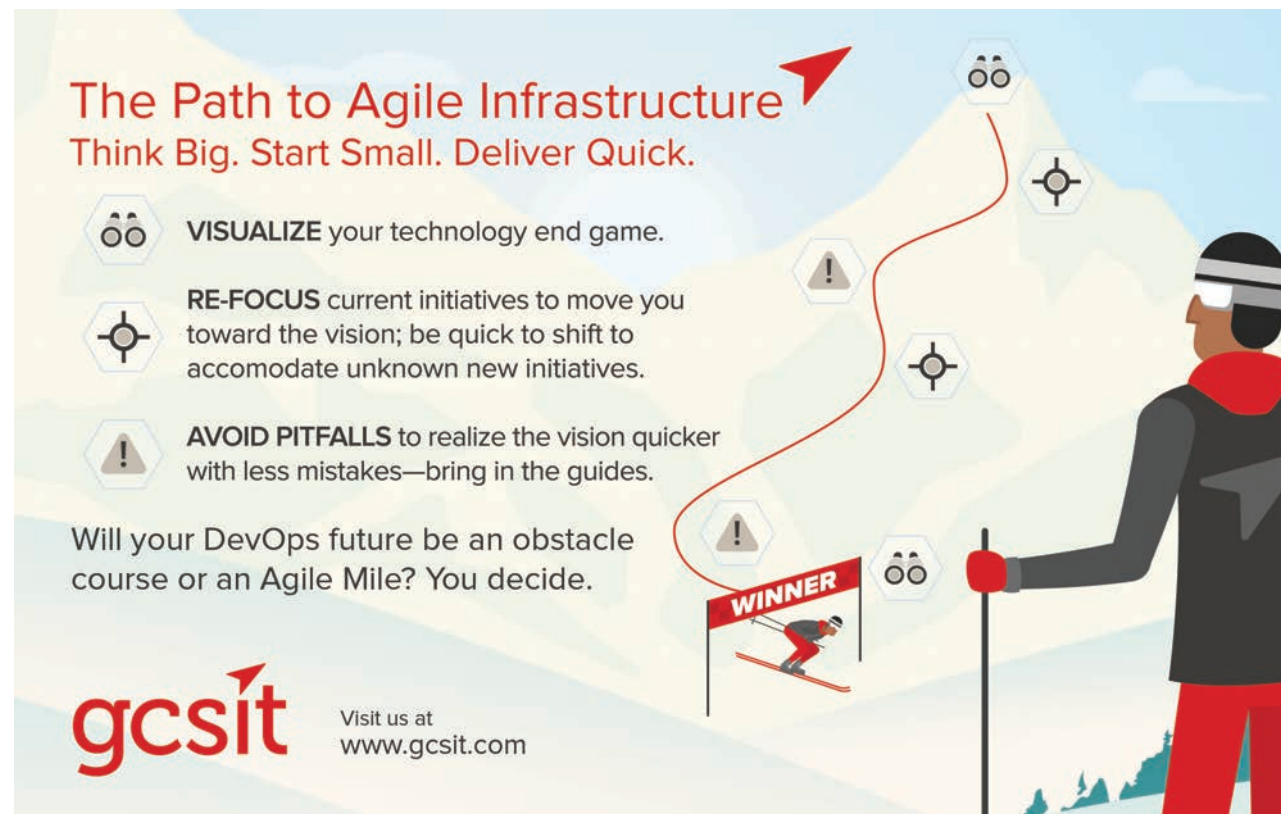
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**N**ow, more than ever, businesses can equip themselves with technology to help them innovate and bring value to their customers faster. Many disruptive technologies have hit the market in the last decade. Despite the technology offerings, many companies have underinvested in IT resources and infrastructure and are now struggling to deliver valuable products to meet ever-changing customer expectations. To keep up with the pace of innovation, organizations need to have an agile infrastructure in place, as their legacy infrastructure is not typically built to accommodate the unforeseen. An agile infrastructure simply defined is setting up your infrastructure in such a way today that allows you to innovate faster in the future.

Hybrid cloud has emerged as a viable option that gives organizations the features they need to keep innovating in a cost effective manner. Building out a modern infrastructure can be challenging, as it requires a holistic approach that addresses every aspect of the business. Seattle-based GCSIT Solutions is perfectly poised to assist organizations in developing the overall hybrid-cloud strategy to ensure complete alignment with business objectives, conceptual architecture, technology choices, change management plan, operational impact, and rational roadmaps. The company offers a DevOps down approach by interacting with the development and application teams and taking the new infrastructure deep into core data center elements, connectivity, hardware network, and more. GCSIT's services, including IT consulting, managed services, and professional services, aim to help organizations capture market opportunities and deliver value quickly to their customers by



**Michael Norring,**  
CEO and President



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bringing agility to their infrastructure. GCSIT also offers a converged infrastructure package that streamlines IT and business operations in partnership with Dell. "We focus on helping clients prepare for innovation by establishing agility in the infrastructure. We meet each customer where they are in their cloud journey and help them transition to solutions that enable them to keep up with the rapid pace of business. We inspire, then empower them to ready their business better handle complex and dynamic infrastructure challenges by readying their infrastructure for continuous innovation," says Michael Norring, CEO and President of GCSIT.

#### IT INFRASTRUCTURE IS ALL ABOUT GOOD DECISIONS

When GCSIT engages with a customer, it is usually centered on a current project or a future initiative. With the pace at which innovation gains speed, clients find it difficult to create strategies or initiatives to help them prepare for future unknowns. Everything from Covid-19 to cyberattacks can threaten a business's ability to function. A big part of GCSIT's discussion with the client revolves

around these unknown concepts in a larger picture. It is all about introducing agility into the infrastructure for all the unknowns in the future while aligning with the current technology. "We take an in-depth look at the clients' current infrastructure and capabilities and chart a technology roadmap based on their business vision and goals," says Norring. The company helps the clients navigate these challenges by creating a conceptual architecture vision that is tested against the current and expected future initiatives. "Basically, we direct their focus to a future point where they are able to strategically think about their infrastructure and the long-term consequences of their decisions," adds Norring. "For GCSIT, the whole idea is to empower clients and ready them for better technology investments by showing them the long-term benefits of an enhanced and agile infrastructure. We help them visualize what's possible and help them create a roadmap to achieve it over time. This way, clients can quickly and strategically make micro-decisions with macro consequences."

Apart from consultation and delivery, GCSIT does a lot of the heavy for clients through its managed services. Through this service, GCSIT handles infrastructure management while clients can stay focused on delivering innovation. In its efforts to empower clients, GCSIT partners with Dell EMC and VMware to provide clients with intelligent technology systems and equipment. "While selecting vendors, organizations have to think about what the solution offers today and consider whether or not the vendor understands the long-term ramifications of their journey. This is one of the reasons we work very closely with Dell and VMware, as they are committed to the long-term journey that aligns with the customers' ability to achieve sustainable growth," says Norring.



#### THE DELL PARTNERSHIP

As a Dell Platinum Partner, GCSIT has adopted Dell's innovative ways of supporting data centers and migrating them to the cloud. In collaboration with VMware, GCSIT streamlines cloud migration and workload optimization for its clients. "Here, our job is not only to help clients implement a solution from Dell or VMware but show them the future," says Norring. He also points out that GCSIT brings seasoned engineers and IT professionals eager to walk the extra mile to deliver high value to clients. GCSIT has a deep bench of seasoned engineers, each with an average experience of 15 years that are well-credentialed in their respective fields.

The team always remains in action, understanding their needs, and identifying unique ways to solve their problems comprehensively. Since the team is always vested in learning, the professionals and engineers have the required skillset and experience to help customers avoid pitfalls and drive new business value. "Because our engineers are constantly training and knowledgeable, we enable our clients to gain an edge in the market without having to go through the same amount of learning in house, which is an added advantage as it speeds up the process," he adds. GCSIT's team of engineers act an extension of our customer's team to provide multiple functions that wouldn't

be possible for them internally. To channelize the tremendous amount of engineering talent, the company is bringing a new approach centered on agile infrastructure to its clients. "Our core strategy is to learn, teach, and serve," says Norring. With such a strategy, the company remains ahead of other service providers that offer solutions to solve their clients' problems momentarily but can't stand the test of time.

Serving the market for three decades now, GCSIT covers most of the general West Coast with a diverse customer set. The company serves clients in the field of retail banking, healthcare, high tech, state and local, higher education and the communications sector. A lot of the clients are at their 10 billion marks and are looking to expand both in size as well as in geography by innovating. For instance, one of GCSIT's clients from the retail banking industry invested in developing a mobile application to provide mobile banking services. GCSIT helped the client understand the overall impact that the new application will have on the existing infrastructure and guided them to make the right technology decisions. The client adopted Dell's hyper-converged infrastructure enabled with robust and scalable systems to boost its data center performance. Also, VMware's Hybrid Cloud strategy further allowed the client to move workloads between the environments, making it easy for the bank to deliver enhanced value to their customers. Over the years, team GCSIT has served more than 600 commercial and public sector organizations.

#### THE COMPANY DRIVEN BY VALUES

Elaborating on GCSIT's work culture, Norring points that they have embedded strong values to grow. First is an open and honest employee environment to enable a constant flow of information without any silos. "We believe in 'united we stand, divided we fall,' and work in complete unity." This attitude helps employees explore new possibilities and innovations fearlessly because the team works together if a problem arises. The team is always challenging itself to learn new concepts and trends to empower others by sharing knowledge. The company is customer-focused and ensures that they meet all client requirements and succeed in their projects. Together with the team, Norring, who is always driven to make innovations a success for its clients, helms the company.

Giving an insight into the company's future, Norring says that GCSIT is always on the lookout for new changes and builds its skillsets surrounding the full stack of DevOps down concept. The company aims to innovate on the managed services side to keep up with upcoming trends from the customer's perspective. To improve on its services, GCSIT vests its focus on hiring the right talent. The company's professionals currently bring to the table an experience of over a decade in their respective areas of functionality. Standing at the forefront of innovation, GCSIT is also working on an expansion plan in new locations to help maximum organizations leverage the benefits of a modern infrastructure with a modern-day approach. 