



Customer Case Study

NetSource One Future-Proofs IT with US Signal's OpenCloud Platform



netsource one



Highlights

- **Strategic Shift to OpenCloud:** NetSource One (NSO) switched to US Signal's OpenCloud to counter VMware's licensing uncertainties, ensuring scalability and cost-effectiveness.
- **Performance and Cost**
Benefits: OpenCloud delivered 100% uptime, fewer support tickets, and lower costs with predictable pricing, powered by Infinidat's SSA storage.
- **Strong Partnership and Influence:** NSO helped shape OpenCloud via US Signal's Advisory Board, benefiting from seamless migrations and exceptional support.

Our suggestions were actually reflected in the evolution of the platform. It was clear we weren't just a customer—we were a partner."

Ed French, VP and CIO of NSO

A Midwestern MSP Strengthens Its Business and Its Clients Through Performance, Predictability, and Partnership

When uncertainty around VMware's future hit the IT world, NetSource One (NSO) didn't wait to react, they moved forward with purpose. Founded in 1999 and based in Saginaw, Michigan, NSO is a leading Managed Services Provider (MSP) with a focus on secure, enterprise-grade technology solutions. Faced with rapidly evolving licensing challenges and cost unpredictability from VMware, NSO knew it was time to rethink their virtualization strategy—not just for themselves, but for their clients. That path led to US Signal's OpenCloud.

Turning Challenge into Opportunity

Like many IT providers, NSO was caught off guard by the Broadcom acquisition of VMware and the wave of uncertainty it unleashed.

"The uncertainty surrounding VMware's pricing and licensing models forced us to act quickly. We needed a stable, scalable, and cost-effective alternative,"

said Andy Skrzypczak, President & CEO of NSO.

With a long-standing relationship and deep trust in US Signal, the team at NSO turned to the OpenCloud platform for answers.

Built with Input. Delivered with Confidence

NSO didn't just adopt OpenCloud—they helped shape it. As part of US Signal's Advisory Board, they contributed real-world feedback that directly influenced the platform's development.

What NSO needed was a platform that delivered private-cloud performance with public-cloud flexibility—and OpenCloud delivered exactly that. Backed by Infinidat's SSA all-flash storage, NSO experienced noticeable performance improvements and consistent reliability across all workloads.



Smooth Transition. Tangible Returns.

NSO migrated both internal and client workloads—including IaaS and on-premise environments—to OpenCloud. Despite tight timelines, the deployment was seamless.

“The results exceeded our expectations. 100% uptime, reduced support tickets, and lower costs.

It’s been a win for both our business and our customers,”

said Skrzypczak.

Beyond technical results, the financial impact has been just as meaningful. With OpenCloud, NSO has gained a predictable cost model, improved sales efficiency through easier quoting, and reduced time spent managing infrastructure.

Support That Feels Like a True Partnership

The real differentiator for NSO? The people behind OpenCloud. “Our account manager and systems architect have been phenomenal. Whether it’s pre-sales design or post-launch support, the responsiveness and expertise have made a huge difference,” said French. “During a recent migration, we finished ahead of schedule thanks to the US Signal team. That kind of execution builds trust.”

Prepared for Tomorrow

With OpenCloud, NSO isn’t just solving today’s challenges — they’re future-proofing their business.

“OpenCloud gives us the agility to respond to whatever comes next—market shifts, evolving threats, even vendor disruptions. It’s not just a platform; it’s a strategy,”

said Skrzypczak.

NSO is now leveraging OpenCloud as a trusted solution for their clients, helping them move away from VMware dependency and toward a more sustainable, high-performance future.



Watch the Full Video Testimonial

Hear directly from Andy and Ed at NetSource One about how OpenCloud helped them navigate industry disruption, increase operational efficiency, and better serve their clients.

video link here