

BrowserStack Business Case

# "Heficed provides IP diversity, good support and good control panels"

# The Client



BrowserStack was founded in 2011, and its mission is to make developers' lives easier by eliminating testing's biggest pain points with its cloud-based automated testing platform. BrowserStack offers both manual and automatic tests, and these are integrated with the leading testing frameworks so that users can test their creations on real-world devices.

The business now has more than 25,000 paying customers and over 2 million registered developers in more than 135 countries worldwide, and its clients include global companies and

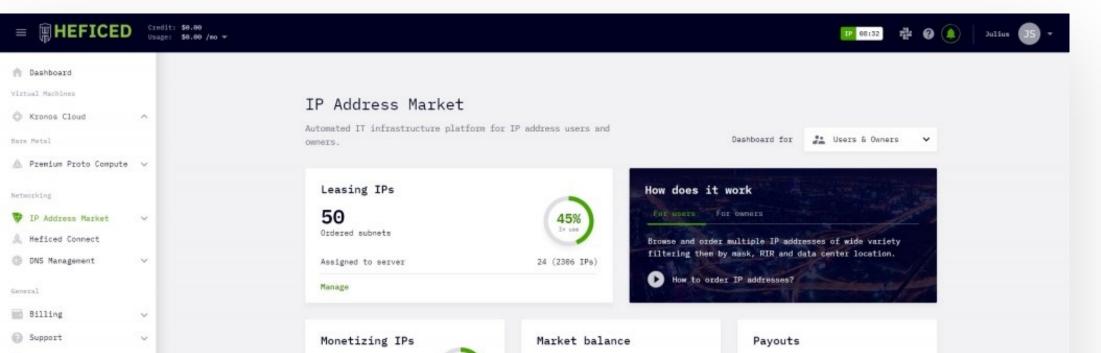
industry leaders such asMicrosoft, ING, Mastercard, Dow Jones, Garmin, National Geographic, Volvo, NRK, HubSpot and Disney.

BrowserStack has four primary products- Live, App Live, Automate, and App Automate.

#### The Challenge

BrowserStack is growing rapidly and now has offices in San Francisco, Mumbai, and Dublin. The business is ambitious and keen to continue its expansion but was finding that its growth was being impacted because it was running out of IP addresses in some locations.

Another issue that BrowserStack faced was that it required IP addresses that were stable, secure, and reliable enough to support its fastgrowing customer base. It was also important that IP addresses could be leased on both a long term and short term basis so it could provide flexibility to its customers. As a result of its expansion, BrowserStack also required increased technical support and needed a partner it could trust to provide round the clock assistance.



🗐 IAM & Security

#### Our Solution

Through our flexible IP subnets leasing service, we were able to provide BrowserStack with multiple additional IP addresses, and Diego Viegas, Datacenter Operations Team Leader at BrowserStack, reported that these fulfilled all of its needs.

Our IP market place provides flexible leasing options and doesn't require long-term commitments or contracts, which means that BrowserStack was able to access the IP addresses it needed when it neededthem, and only had to pay for the time they were actually using them.

~	250 Added IP addresses	\$351.30	Total earnings: \$1290.00. To receive your earnings together with the monthly payout, set your payout account.
	Leased IP addresses 200	Ordered (March) \$387,20	Set Payout Account
	Manage	View details	Set Payour Account
	Marketplace statistics	1,200,000 IP add	resses -
	Listed IP addresses: 1,200,000		
	Average price per IP address: \$0.55		
	Most popular subnet size: /24		
	IP addresses in use: 800,000		
	Add IP Addresses		

We also provide additional IP addresses for Penetration Testing and Disaster Simulation Scenarios and also for the support of longer-term Business Intelligence projects such as data scraping, finance support, and data analytics. This means we were able to provide BrowserStack with all the resources required to fulfill its customers' needs.

You can find out more about our IP leasing service here

#### Implementation

BrowserStack reported the implementation of our products to be *"absolutely straightforward"* and found the Heficed platform very easy to use. BrowserStack was also pleased with our post-sales support and technical help, which it was able to access throughout the implementation process with no issues.



## Result

As a direct result of working with Heficed, BrowserStack is now able to fulfill all its business needs and so can continue to expand globally. Diego Viegas found that initially leasing the IP addresses was a "speedy and clear process" and that this was key to the smooth running of the business.

BrowserStack told us that the ongoing support we provided to them once our products had been implemented was more than expected, and it reported that the "help from our sales support team was amazing" and that we're "an excellent company to work with".

We're very pleased that we've become a trusted partner of BrowserStack and that our products and services are now essential to the growth and development of the business.

BrowserStack continues to grow, and we're looking forward to continuing to support BrowserStack in the future.

## **IP Address Market**

Explore Heficed plans and pricing for Kronos Cloud, IP addresses and Proto Compute dedicated servers.

Explore pricing

You can learn more about our cloud products here.

If like BrowserStack, you need additional IP addresses to grow your business, you can find out more about leasing IP addresses here.



#### The Future