

Leading Global Real Estate Firm Used Cloud Services to Scale from 100 to 1000+ Team Members Worldwide:

Nest Seekers International Now Attracts the Savviest, Most Sought-After Agents in the World



Challenge: Outdated Hardware in Need of Replacement

Nest Seekers is one of the most famous upscale real estate brands in the world. Their modern, technology-based approach and “I go where the clients go” philosophy, has ranked them one of the most prominent international brokerages.

It’s hard to imagine the days when their hardware was aging and they were struggling to support and retain their agents. They needed to upgrade their equipment and change the way they were operating to avoid losing sales reps to other brokerages offering superior technology. IT Vortex helped them do just that.

With a growth mindset, Nest Seekers decided to invest in a cloud-based infrastructure so they could quickly scale when the need arose. And it did!

Solution: Online, Managed IT Systems Help Agents to Be More Mobile, Productive, and Competitive

With three offices and about 100 agents in place, Nest Seekers engaged IT Vortex to begin moving their business online. Initially, they shifted their in-office physical servers to virtual servers in the hosted cloud. Then they added virtual desktops and a unified communication system.

Reliable systems connecting all locations allowed the company to scale efficiently, growing to 25 offices and 1000 team members in 10 years. They minimized hardware, software, and IT costs and significantly improved security – all while moving into global markets with the ability to continue expanding.

Ryan Serhant, top Nest Seeker agent and reality television star states, “One of the big things that we use is the Virtual Desktop System. Everything that is on our computers at the office is also on our computers and phones anywhere in the world. They enable us to move and do business at the speed that we need to, without having any setbacks.”

Nest Seekers
INTERNATIONAL

- 25 offices, 1000+ team members, 5 continents since 2001
- Massive online and media presence, expert agents and syndicated, award-winning programs in over 90 countries including **Million Dollar Listing** and **Million Dollar Beach House**

Ryan Serhant – Reality TV Star, Best Selling Author, and Nest Seekers Top Agent



“They took care of literally everything, from the moment we opened up this office, to setting up all the computers, all the servers, all the virtual desktops, the TVs, everything right up to today. They’re available 24 hours a day.”

“Our business is a 24/7 Business. When we have clients who need something and they need it at midnight and a deal is riding on it, there’s no ‘Oh, I’ll get back to you in the morning when we get into the office’. It’s now. “Without IT Vortex. We would not be able to survive. ”

Results: Increased Sales, Reduced IT Costs, Confidence in Tech

Nest Seekers has trusted IT Vortex for their technology needs for over a decade as they have risen to become one of the top brokerages in the world; a renowned technology-based brand, competitive in the global real estate marketplace.

Eddie Shapiro, founder and CEO of Nest Seekers International, believes security is critical in the real estate industry and IT Vortex meets that need. “We take for granted the stability of our telecommunication. Whatever the needs of our business, we’ll go to them and say this is what we’d like to get done and they’ll go out there, They’ll find the best way to do it”.

Throughout rapid growth periods, cloud-hosted and managed systems have helped Nest Seekers International attract and retain top talent, increase sales by 20% year over year, and protect high-end client and corporate information. They’ve also lowered overall maintenance and IT support costs by over 30 percent annually with centrally managed systems and little to no additional costs.

Nest Seekers International Benefits From:

- DaaS for rapid onboarding of new agents, ready to sell in a matter of minutes
- UCaaS for reliable communication and seamless business operations anywhere in the world
- IaaS for turn-key office solutions and new workspaces launched in a matter of days
- SaaS for trusted security and sensitive data protection spanning all sites



IT Vortex services are fully customizable to your business needs. The more services you use, the more you’ll save.

If you’re ready to operate your business from anywhere, let’s talk about how IT Vortex cloud hosting, virtual desktops, and managed IT solutions can work for you.

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