

An Office 365 Cloud Migration Success Story



INTRODUCTION

More and more companies are discovering the cost savings that come with online cloud computing.

One of the most common complaints we hear from clients during consultation is that of expensive hardware upgrades. Fees for world-class networking equipment are steep, plus there are numerous ongoing costs associated with owning and maintaining on-site infrastructures.

In many cases, those upgrades can be mitigated, or avoided entirely, by use of cloud services. Let's take a look at one example, a success case where we moved a client from an on-premise Exchange server and onto Office 365, bringing them substantial ongoing savings, efficiencies, and improvements.

THE CLIENT: ENGELBERTH CONSTRUCTION

Engelberth was founded in 1972, with a mortgage and a personal loan. Today, it's one of the largest and busiest construction companies in northern New England. What began as a small two person office has now grown into a multi-site operation, with two major office locations and over 180 employees. Their revenue is now over \$100M a year, and 85% of their business comes from repeat clients.

Engelberth is a well-established company with a forty-two year history, deep local ties, and a committed client base. Any changes to their system had to be done invisibly, without disruption to either their own operations or to any ongoing construction projects. Any hiccups would endanger multi-million dollar projects along with their reputation.

THE CHALLENGE: A SEAMLESS SERVER UPGRADE

Engelberth previously utilized Exchange 2003, an industry standard, which served them well for the next 10 years. However, both the server and the equipment were not prepared for a decade of growth on Engelberth's part, and it had simply reached the end of its useful life.

Issues with mobile compatibility had especially become an issue, and Engelberth needed a solution that would allow for on-the-go access. They were also facing increasing challenges in properly storing data, as local state regulations required full archives going back a decade or more.

Their server was losing the ability to hold, transmit, and even communicate with the devices needed for work to proceed.

Because it had been so long since Engelberth's last upgrades, the key challenge in front of them was that their server hardware would theoretically have to be entirely replaced, at both their large offices, to continue using Exchange servers on-site.

This represented an unacceptably large spend, and we advised Engelberth on an alternative.

THE SOLUTION: MICROSOFT OFFICE 365

When we began working with Engelberth, we quickly agreed that an on-premise network was not the best solution. After pricing out Office 365, Engelberth was surprised at how affordable the solution could be in comparison to upgrading an on-premise server.

Previously they had to consider: ongoing hardware expenses, maintenance, and future upgrades. These could be avoided with a cloud-based solution. Further, since they were already accustomed to Exchange, a move away from Microsoft products was unthinkable and would cause far too much disruption.

So, the decision was made to move forward with Microsoft Office 365 as their software licensing and email infrastructure. Over the next five years, this is projected to save between 25-35% over what on-site hardware would have cost.

THE IMPLEMENTATION: QUICK AND EASY

With our extensive experience in data migration, we were able to get Engelberth up and running on Office 365 in less than two weeks. All mailboxes were migrated within a week of starting the project, late at night on a Monday.

The migration and transition was done transparently to the employees, not affecting their work environment while data was being moved behind the scenes. With 125 users, and archives going back over a decade, that was a *lot* of mail.

THE PAYOFF: AN UNEXPECTED OUTAGE

Usually we have to go months or years before an accident occurs and our efforts to protect clients truly pay off, but Engelberth saw their results almost immediately. Shortly after migration, an unplanned power outage hit their home office, and it lasted for eight hours. On top of that, their backup generator failed!

Had this occurred just a couple months before, it would have been disastrous under their old setup. Instead:

- They continued to work through the power outage.
- Field workers were able to use email without disruption.
- Outside observers had no idea the outage occurred.
- And they kept operations going by running their project management software through a 3G-capable iPad... in the dark.

The incident drove home how smart the move to Office 365 had been, and just how effective it is in keeping operations going in the face of inclement weather.

There was a huge morale boost related to the project as well. The once skeptical employees are now happily uploading files to the cloud and looking into integrating their own mobile devices into their business life. This will only add to the ongoing cost benefits of Office 365.

TODAY, TOMORROW AND BEYOND

We're continuing to work with Engelberth Construction, running a series of ongoing seminars helping train their employees on cloud collaboration. Additionally, we'll remain their first point of contact for any technical problems that might arise, and continue monitoring their systems to ensure things run smoothly.

This commitment to communication and *ongoing* support is what guarantees the success of a major cloud migration. We worked closely with Engelberth every step of the way, and the result was a smooth, easy, and comprehensive implementation.

Are you looking into upgrades? If hardware expenses are breaking your budget, Bi101 has an alternative. Contact us for a free consultation.

And if you want to learn about the benefits of a cloud computing system for your business, click the button to the right to receive your free copy of **15 Benefits of Bi101.com's Cloud Computing System for Your Business.**

