

CUSTOMER SPOTLIGHT

Worldwide leader in commercial HVAC manufacturing and engineering saves \$2.2M over 5 years by modernizing to Azure

CHALLENGE

The client needed to get out of their existing on-prem data center and completed a research process to evaluate staying on-prem with Nutanix HCI vs. moving to Azure. Their goals to modernize and migrate from their on-prem datacenter to Azure focused around replacing outdated legacy technology and to prove justification to go cloud vs. an on-prem infrastructure. They were looking to migrate workloads (245 servers) to Azure. In addition, the organization wanted to establish identity management and access control.

SOLUTION

3Cloud provided a complete economic assessment and client did an ROI analysis to prove Azure is the best cloud platform for their business. We helped define their cloud strategy by providing a robust migration plan including a timeline, justification, areas to move and how to do so. Our 3Cloud 360 tool set, solution offerings and expertise around Azure, along with the relationship we built with the client, established confidence and trust, and set us apart from other competitors. Most importantly, we provided the knowledge, guidance and deliverables needed to accelerate the organization's journey into Azure and a modern digital strategy and platforms to begin their digital transformation.

IMPACT

3Cloud modernized the manufacturer to Azure and migrated 245 servers to the cloud. The new, more flexible model allowed the organization to lower their capital expenditure (CapEx). We also established identity management & access control. By replacing outdated legacy technology with Azure, the client saw significant ROI with \$2.2M in savings over 5 years vs. on-prem. The modern digital strategy and platforms we provided enables them to accelerate their journey into Azure.

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- Industry: HVAC Engineering
- Number of Employees: 70,000
- Annual Revenue: \$23B
- Innovation Focus: Cloud Platform