



CLIENT SPOTLIGHT HVAC/R DISTRIBUTOR

Migration to Azure empowers fast growing HVAC company with scalability and cost reduction

CHALLENGE

This client is the fastest growing HVAC/R company in the U.S. The company was looking to develop an organizational cloud strategy and adoption plan with a focus on scaling the business in response to the company's continued growth and acquisition of several entities. The business goals include gaining greater speed within their environment, as well as minimal latency – especially for ERP and SQL replication systems used for analytics and reporting. As part of their cloud adoption strategy, it's also important to prioritize the implementation of Azure cloud security solutions to ensure a secure and protected digital environment for their expanding operations.

Due to the company's lean IT group, the client wanted a partner to complete a comprehensive evaluation of on-premises infrastructure utilization patterns, supporting their modernization efforts and laying the foundation for a secure and governed cloud environment to host future applications and infrastructure. Their main goal was to consolidate the IT systems of acquired companies and shift from on-premises infrastructure to cloud-based solutions. The move not only aimed to enhance operational efficiency but also sought to reduce reliance on hardware capital and maintenance costs. Additionally, by embracing the flexibility of the cloud, the organization aspired to drive cost efficiency, allowing for scaling up or down in response to dynamic business requirements. Ensuring consistent performance and service levels across varying user loads on data workloads was also a key objective, thereby harnessing the scalability capabilities of the cloud.

SOLUTION

3Cloud began with an Azure Foundation Assessment to evaluate the company's environment and provide a plan to support their cloud strategy and adoption goals. Through this assessment, the HVAC company engaged 3Cloud to complete a data center migration. To ensure an efficient migration,

↓ SCROLL TO VIEW THE RESULTS



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3Cloud followed a phased approach. Phase 1 focused on environment evaluation, migration planning, workload/database rationalization and Disaster Recovery (DR) requirement discovery. Phase 2 focused on remediation of the client's Azure Landing Zone, DR migration and migrating their production and non-production workloads into Azure.

Next, 3Cloud partnered with the client to assist with a proof of concept (PoC) workload migration to an Azure Virtual Desktop (AVD) environment from their current data centers & other locations to an MVP AVD Landing Zone. 3Cloud designed and built a scalable, secure and governed AVD environment that hosted the company's ERP system for multiple users across different remote locations. In another project, our team worked with the company to consolidate all their Active Directory domains and migrate all active email and O365 users into Azure AD which enabled them to manage users in a streamlined manner and allow for ease of scalability and security as the business continues to grow.

Lastly, as the business has a small IT team, they engaged our Managed Services team to provide Managed Platform support to manage their new Azure environment.

RESULTS

The implementation of a centralized platform has significantly enhanced manageability, providing a streamlined approach to overseeing various aspects of operations. This centralized system not only ensures efficient management but also facilitates increased scalability, allowing for the seamless integration of new acquisitions onto the platform. The transition from on-premises infrastructure has resulted in substantial cost savings, both in terms of capital investment and maintenance expenses. One notable aspect contributing to the overall efficiency is the utilization of Azure Active Directory, which empowers organizations with the tools for streamlined user management, ensuring scalability and security are prioritized. This integrated approach not only optimizes resource allocation but also contributes to a more agile and cost-effective business environment.

CLIENT PROFILE

Fastest growing HVAC/R distributor in the U.S.

Annual Revenue: \$9.4M

Employees: 750

Innovation Focus: Cloud Strategy, Managed Platform