



CLIENT SPOTLIGHT INDUSTRIAL MACHINERY

3Cloud helps industrial machinery and manufacturing firm reduce costs by 40% over 5 years

CHALLENGE

This industrial manufacturing firm had been making progressive moves to migrate their business to the cloud over time but were unprepared for a rapid migration after receiving an unexpected eviction notice from their Amsterdam and French datacenter providers. Faced with this challenge, the company had three options to consider. First, they could identify local co-location facilities across two European countries to physically migrate all IT assets and infrastructure – a choice marked by downtime and high costs. Alternatively, they could migrate to the cloud using their current IT staff, despite their limited cloud experience and the absence of a clear roadmap for such a substantial datacenter migration.

The third option involved identifying a cloud vendor and services partner to assist with planning and migration, a time-intensive vetting process given their short window. Recognizing the urgency and potential business impact, the client reached out to Microsoft, GCP and other co-location providers to formulate a comprehensive exit plan for their European datacenters within a tight 90-day timeframe – with requirement of reviewing all proposals in less than 30 days.

SOLUTION

Leveraging its Cloud Roadmap Framework, 3Cloud partnered with Microsoft to guide the client through a curated series of steps, complemented by 3Cloud 360, to instill confidence in Azure. The process began with a Holistic Business Case (Solution Assessment), using Movere to assess the company's global on-premises datacenters and devise a comprehensive plan for migrating workloads to Azure. An Azure Health Check (FinOps) reviewed over 180 Azure objects in the existing Azure Landing Zone to create a scalable Common Approach Framework (CAF) enabled Landing Zone.

↓ SCROLL TO VIEW THE RESULTS



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The journey continued with deploying a ‘hub and spoke’ Landing Zone tailored to the client’s global requirements and sustained growth in Azure. Sequential datacenter migrations followed in Holland, Singapore and France (AMMP) – combining migration with modernization of applications and databases into the new Azure environment. 3Cloud Managed Platform was then implemented, establishing managed services and a support team to train and enable the business for Azure – accelerating knowledge transfer and serving as an overlay to the existing team. An App Innovation engagement assessed legacy in-house applications requiring re-architecting, devising a modernization plan to rebuild them in Azure on Platform as a Service (PaaS). Lastly, 3Cloud built a modern data platform serving as the central data ingestion and transformation engine, leveraging Synapse, Azure Data Lake and Azure Data Factory.

RESULTS

The eviction notice from the client’s current provider put them at risk of critical failure of their IT environment, impacting global operations. The client embraced the moment as an opportunity to not only address the immediate challenge but also to modernize its IT operations. The decision to migrate to Azure proved to yield significant business value for the manufacturing firm. The migration resulted in cost savings of \$1.5M, while reducing IT capital expenditure budgets by \$4.3M over a 5-year timeframe by moving to Azure. Beyond the financial benefits, partnering with 3Cloud to move to Azure provided the client with enhanced business agility and continuity for global operations across Europe, Asia and the Americas while enabling the company to expand into new markets more effectively. Notably, the initiative also contributed to an environmental impact, with a 58% reduction in the client’s carbon footprint for IT workloads, equating to an annual reduction of 88 metric tons of carbon emissions.

CLIENT PROFILE

Industrial machinery & manufacturing firm.
Annual Revenue: \$2.8B
Employees: 5,000
Innovation Focus: Cloud Platform