

CASE STUDY:
TECHNOLOGY SOLUTIONS

Azure Migration Leads to Cost and Time Savings for National Material Handling Solutions Provider



Situation

As an expert in material handling equipment, automation solutions and warehouse management systems, one national company with close to 100 locations throughout the continent has become a leader in a variety of services for both large and small manufacturing, distribution, logistics and retail customers.

The company offers a fleet management software to consolidate critical information into operational dashboards to help customers manage their fleet. The client portal to this software allows customers to:

- ▶ Track their material handling needs
- ▶ Open service tickets to handle requests
- ▶ Track expense management
- ▶ Manage invoices

all through an easy integration into the customers' various ERP systems.

While the portal's dev environment was already hosted in Microsoft Azure, the production environment was still hosted at an outdated outside provider that used several virtual machines (VMs) working as a small data center. The portal began having some memory and processor issues, as well as challenges with licensing changes.

In addition to a needed update to the operating system and the database SQL, the company was also looking for a more flexible and scalable option moving forward — and a chance to save some money.

Solution

The company weighed two choices: Keep the portal where it was and continue with their efforts to rebuild, obtain new servers, update their operating system, and install a new database version, or consolidate both the dev and production environments within the same cloud provider.

“Combining what was currently in Azure made a lot of sense,” said the company’s director of IT. “That was going to allow us to take advantage of that flexibility and scalability — and also the cost savings.”

The company already had a long-standing relationship with the MarksNelson Technology team, who had been providing ongoing various development and operations assistance since helping create the software more than a decade ago (along with continuously adding features over the years). The MarksNelson team had actually encouraged the company to migrate for

several years, but due to budget and timeline challenges, the process had been put off. Now that they were ready, the team there once again turned to MarksNelson to assist with the decommission of the current environment and the migration to Azure.

After estimating the number of hours required and agreeing to the scope of work, the MarksNelson team got to work on the migration, which took about a month to complete. After finalizing the environment setup in the first couple of weeks, the team switched to QA testing mode, with a dedicated QA team member completing all the necessary testing. The project came in on budget and on time, and the collaboration between both project leads was excellent, said Juan Sola, Partner, Technology Solutions at MarksNelson.

“When our two brains are together, it’s a thing of beauty,” Sola said. “It really was smooth sailing.”



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It really was smooth sailing.*

JUAN SOLA

Partner, Technology Solutions | MarksNelson



**EXPERT
GUIDANCE**



**DEVELOPMENT
ASSISTANCE**



**EXCELLENT
COLLABORATION**



**BUDGET
EFFICIENCY**



**ON-TIME
DELIVERY**



**CONSISTENT
COMMUNICATION**

“

For us, it was seamless; they did all the planning. I didn't have to do a lot because we were able to utilize their expertise. They're very good to work with and very responsive. All in all, I'm very happy with it.

SQL DEVELOPERS

National Material Handling Solutions Provider



Results

The migration effort was successful, giving the company a much easier process for changing the servers and other specifications when they needed to. The other welcome benefit? Major cost savings.

“Quite honestly, at first I didn't think we would save any money,” said the company's IT director, “but now I think we've cut our costs in half.”

In fact, the migration and consolidation efforts allowed the company to **trim their estimated monthly expenditures from \$1,500 to just \$891, a 41% savings.**

In addition to the improved technical aspects and a better security posture, the company also appreciated the collaboration and camaraderie the MarksNelson Technology team brought to the project.

“For us, it was seamless; they did all the planning,” said one of the SQL developers with the company. “I didn't have to do a lot because we were able to utilize their expertise. They're very good to work with and very responsive. All in all, I'm very happy with it.”

They said the personal relationship that has developed over the years has been so valuable to the company's ongoing project development.

“They know us, they know our product. We can work with them,” he said. “We've done a lot of development over the last couple of years, and they've been easy to work with. ... We can joke with these guys, and we've learned a little bit from them as we go.”

THE MIGRATION EFFORT PROVIDED

a savings of **41%**

- ▶ trimmed estimated monthly expenditures from **\$1,500 to just \$891**
- ▶ **easier** process for changing the servers
- ▶ **major** cost savings
- ▶ **improved** technical aspects
- ▶ **better** security posture