



solutions that work

MOVING YOUR BUSINESS TO THE CLOUD

A LARGE MIDWEST BASED RE-DEVELOPMENT COMPANY SAW
ALMOST IMMEDIATE GROWTH BENEFITS FROM MOVING TO
THE CLOUD.



CASE STUDY

Large Midwest Based
Re-Development Company

EXECUTIVE SUMMARY



DILEMMA

A Large Re-Development Company was approaching the end of the life-cycle on their on-premise computer systems along with reaching limits in storage capacity.



SOLUTION

In seeing the value in moving to the cloud, the Large Re-Development Company looked to Emerge to help them understand all available options.



RESULTS

In the end, Emerge proposed a true "go to the cloud" solution, which allowed for immediate scalability with the acquisition of a non-profit organization.

A CRITICAL TREND

Technology is recognized as among the most critical trends for the commercial real estate sector. In fact, it is expected to define the trajectory of U.S. commercial real estate for the next three years.

Founded in the early 2000's, the Large Re-Development Company has a strategic mission and strategic focus to strengthen the core assets of the downtown area by revitalizing and connecting the city.

The Large Re-Development Company knew they were approaching the end of the life-cycle on their on-premise computer systems. Based on this fact along with the planned expansion through acquisitions, the Large Re-Development Company saw the value in moving to the cloud. However, the company worried that a complete upgrade was beyond their budget.

MOVING TO THE CLOUD

The Large Re-Development Company first engaged Emerge through Managed Services. This encompassed their whole network - voice, workstations, servers, switch, etc.

As the Large Re-Development Company approached the issues of life-cycle and scalability, Emerge was the trusted technology advisor

they turned to begin a discussion of the economic advantages associated with moving to the cloud, seeking to understand their options for all their computers, servers, and applications.

DISCOVERY TO START

Emerge initiated a human-centric discovery session to fully understand the Large Re-Development Company's needs in plain language, from a holistic point of view.

Taking themselves out of the sales role and putting themselves into the advisor role, Emerge asked questions like:

----- "WHAT ARE THE FUNCTIONS OF THE SCANNERS AND PRINTERS?"

----- "WHAT APPLICATIONS ARE YOU USING TODAY?"

----- "IS THIS SOMETHING YOU NEED NOW OR DOWN THE ROAD?"

----- "DO YOU WANT TO SPEND OP-EX MONEY OR CAP-EX MONEY?"



ULTIMATELY THE RIGHT MOVE

"Just because you want to go to the cloud, doesn't mean your business is ready," explains Joe Frank.

"I get concerned about people hearing the hype and seeing everything the big cloud vendors are doing; it makes it sound so easy and cheap and not painful at all and it's the opposite. It CAN be painful, it CAN be more expensive. However, you do get value for expense and the value provided are the things that Emerge can help a customer understand."

In the end, Emerge proposed a true "go to the cloud" solution for the Large Re-Development Company, and everything was kicked off when the testing plan was signed off on.

The testing phase lasted one month to vet, remediation, and test in a development environment within Emerge to test in.

Ultimately the Cloud offered the scalability the Large Re-Development Company needed, eliminated the worry of equipment and upkeep, and the assurance of being in a secure data center.

QUICK ROI

In late 2018 the Large Re-Development Company acquired a non-profit business organization with a mission to build a dynamic metropolitan center as a subsidiary with plans to fully integrate in the new year.

With the move to the cloud, the Large Re-Development Company was already set up for scalability.

The non-profit business organization infrastructure was migrated into the Large Re-Development Company Cloud with no downtime, all within 30 days, and most importantly in a controlled and secure environment.



The Large Re-Development Company knew they were approaching the end of the life-cycle and storage contention.

The Large Re-Development Company was facing a big capital expenditure to upgrade on site, purchasing compute and storage to continue to expand.

The Large Re-Development Company approached Emerge to discuss the economic advantages of moving to the cloud, seeking to understand their options.

Enter the testing phase over one month to vet, remediation, and test.

In the end, Emerge proposed a true "go to the cloud" solution providing the scalability needed for the integration with the non-profit business organization.



"JUST BECAUSE YOU WANT TO GO TO THE CLOUD, DOESN'T MEAN YOUR BUSINESS IS READY" SAYS JOE FRANK.