

GLOBAL SUPPLIER TRANSFORMS THEIR BUSINESS WITH INCREASED AGILITY, FREED UP RESOURCES AND 3.8M SAVINGS. ROI RECOGNIZED IN 9 MONTHS.

One of the world's most prominent fresh produce suppliers, and one of the largest privately held companies in the farming and agriculture industry.

CUSTOMER PROFILE

- Global Produce Supplier
- Own and operate their own data center
- \$8.5M annual IT budget

CHALLENGES

- Company is growing but their technology is not keeping pace
- Existing infrastructure costly to maintain and not easily scalable
- IT team focused on support more than investigating delivering new services
- Budget constraints prohibit funding new IT projects

RESULTS

15% OVERALL SAVINGS
IN FIRST FIVE YEARS

\$3.8M MILLION SAVINGS
IN FIRST FIVE YEARS

9 MONTH RETURN ON INVESTMENT

INCREASED BUSINESS AGILITY AND SCALABILITY

AS WELL AS:

- Fully managed solution enables IT Team to focus on other business needs
- Budget freed up to fund key growth initiatives
- Entire solution implemented in 4 months

CHALLENGES

The Client was mandated by their Board to increase revenues. They had identified numerous innovative technology initiatives to help facilitate business growth, but they were unable to fit them into their IT budget, due in part to the high costs of their IT infrastructure. The expense and manpower associated with operating their own data center, and maintaining, refreshing, and upgrading all their technology assets steadily increased year-over-year, while their IT budget remained constant. Enabling growth initiatives required finding a way to refocus their IT team's time away from systems support issues and towards delivering leading edge technology services to the business.

PROCESS

The CloudAdvantageSM team, which includes experienced former CIOs and CTOs, first met with the Company's executive leadership team to best understand their business, in terms of people, processes, technology and current spend, as well as the business drivers and short and long team goals. This business-focused approach allowed the team to construct a complete and detailed business case that would demonstrate to the Client how a Cloud computing model would best provide for both cost savings and business benefits. This analysis was used to develop a Cloud Strategy that identified processes and workloads, including email and collaboration, custom applications and legacy ERP systems, that would benefit from a move to the Cloud in terms of savings, service delivery and as a pathway to innovation that would create competitive advantage in the marketplace.

Next a Request for Quotation was sent to seven top-tier Cloud Providers as selected by the Client and vetted by CloudAdvantageSM to ensure that they offered the technology platform, managed services and geographical reach that aligned best with the Client's needs. With a provider-agnostic approach, our team evaluated each response and narrowed the list to three solutions for the Client to consider. The final recommendation compared these proposed solutions to each other as well as to the existing in-house compute model. Using a scorecard approach the team evaluated many variables including the Cloud technology platform itself as well as Service Level Agreements (SLA) and Total Cost of Ownership (TCO) over a five-year period, and the true Return on Investment (ROI) over time for each option.

After careful consideration, the Client, with assistance from the CloudAdvantageTM team, selected the provider and solution that best aligned with their newly developed Cloud Strategy and that best supported their cost and business benefit goals.

IMPLEMENTATION

As the third step of the CloudAdvantageSM process, the team worked together with the client and the chosen Provider to ensure that the promised benefits of the Cloud solution were realized. A detailed implementation roadmap was developed which listed all cutover and migration tasks, expected timelines and milestone targets. The plan outlined anticipated timeframes for items like building new Cloud environments, migration of existing applications and databases, user acceptance testing and decommissioning of legacy systems, etc. The entire implementation took approximately 4 months, and the CloudAdvantageSM team managed the entire process from end-to-end.

RESULTS

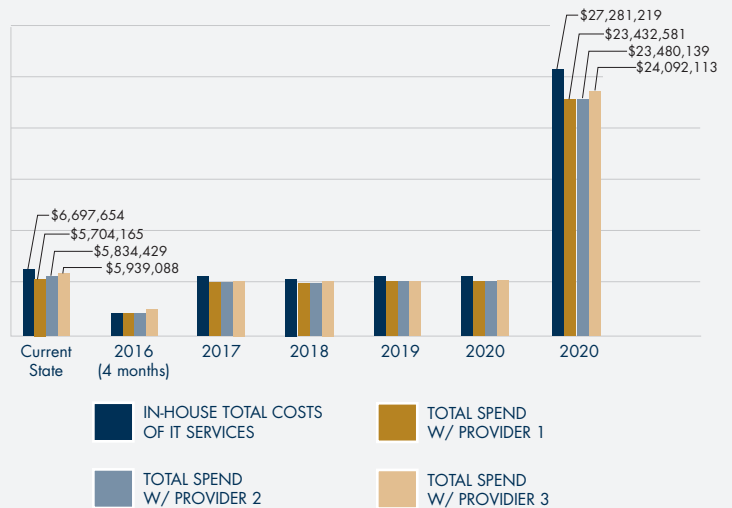
By working with CloudAdvantageSM and choosing a Cloud Provider that offered a full suite of managed services, the Client completely transformed how IT services are delivered to their organization. This resulted in the biggest benefit in moving to the Cloud - business agility. In-house IT resources are now free to focus on the implementation of those business projects that were targeted as process improvements and competitive business advantages. These improvements in turn allowed the Client to leverage new technologies that provided for better products at lower expense as well as the delivery of those products to a larger market audience, which in turn provided for business growth.

This solution greatly surpassed all the Client's original financial goals. It achieved significant savings: over \$660K in the first full year, growing to almost \$750K in year 5. They saw a return on their investment in less than a year, and the total cost of ownership of the solution was \$3.8 million dollars less than their existing in-house data center compute solution would have cost over the same period of time.

GOING FORWARD

The CloudAdvantageSM team will continue to be the advocate for the Client, conducting regular business reviews and working collaboratively with the Provider to ensure that this cloud solution continues to meet the Client's needs.

PROVIDER TCO COMPARISON



YEARLY SAVINGS BY PROVIDER

