

# Completing a Full Transition From On-Premise Hardware to a Comprehensive Cloud Solution

## Reducing Cost and Improving Business Agility

BCG Systems, as an Awesome Cloud Channel Partner, provides full cloud-based solutions, enabling their clients to:

- ✓ Improve business agility
- ✓ Reduce CAPEX expenditures
- ✓ Enable on-demand data access
- ✓ Leverage our vendor relationships



BCG Systems. Sensible Technology. Total Solutions.

## BCG Systems Partners with Awesome Cloud to Provide a Comprehensive Cloud-Based Solution

### CHALLENGE:

One of BCG Systems' Georgia-based clients needed to upgrade their Microsoft Dynamics™ GP software, transition their on-premise production infrastructure to the cloud, and improve their backup solution.

### SOLUTION:

BCG partnered with Awesome Cloud to provide the Georgia-based client with secure and scalable cloud infrastructure services, and to deliver a comprehensive cloud solution that included day-to-day production through cloud servers and a business-continuity deployment.

### RESULTS:

BCG delivered a comprehensive cloud infrastructure and a business-continuity solution, enabling the client to spend more time on operations, reduce expenses, and obtain peace of mind with on-demand access.

### BACKGROUND:

BCG Systems provides infrastructure, development, and business IT solutions for small to medium-sized businesses. When one of BCG's clients, a Georgia-based company specializing in recreational and sporting goods, needed to upgrade their Microsoft Dynamics™ GP software, transition their on-premise production infrastructure to the cloud, and improve their backup solutions. They looked to BCG for help. In turn, BCG partnered with Awesome Cloud to provide their client with secure and scalable cloud infrastructure services.

In addition to the Microsoft Dynamics GP upgrade, BCG's client had a few other areas of concern. As a small company, BCG's client was without an onsite IT team. The client's Controller had an IT background and was charged with assisting the client with IT issues as needed. Additionally, the client's CEO worked offsite and traveled frequently, so remote access to data and financials from any place that had an Internet connection was crucial. Moreover, the client's disaster recovery consisted of a tape backup, which relied on employees remembering to manually switch out tapes and then store them offsite. BCG's client needed to find a better way.

# Building a Cloud-Based Solution from Scratch

The entire upgrade was built from scratch at Awesome Cloud. Since BCG's client is a small company and doesn't have a very complicated setup, it made more sense to start from scratch and then migrate the data.

- ✔ BCG used a SSL VPN solution, supplied by Awesome Cloud, to provide their client's CEO with anywhere access to the company's systems.
- ✔ BCG installed a new Active Directory server, a new SQL Server, and a new remote desktop server, including a firewall, VLAN for multiple VPN users, and a site-to-site VPN.
- ✔ BCG upgraded their client's Microsoft Dynamics™ GP software and downloaded databases from the on-premise servers to Awesome Cloud, which successfully completed the upgrade into the cloud.

By leveraging Microsoft's Cloud OS options, BCG was able to meet the needs of their client in ways that would not have been possible with an on-premise or self-hosted solution.

## ADHERING TO FEDERAL REGULATIONS:

BCG was able assure their client that their cloud-based solution complied with necessary financial regulations and certifications, including SSAE16.

# Enjoying the Benefits of a Cloud Migration

- 1 Business Agility:** Prior to their transition to the cloud, the client's Controller spent two to three hours each day on routine IT tasks. After transitioning to the cloud, the Controller was finally able to dedicate all of his time to financial and operational issues.
- 2 Reduced CAPEX:** By leveraging a full cloud solution, BCG's client avoided an upfront capital expense of approximately \$30k. Instead, they pay a monthly fee, which amounts to an annual savings of approximately 40%.
- 3 Performance Improvements:** By moving to the cloud, BCG's client benefits from the latest hardware, ongoing performance improvements, Microsoft innovation, cutting-edge releases, and the latest security upgrades.
- 4 On-Demand Access:** The client's upgrade and migration to the cloud provides a solid business-continuity solution, allowing availability from anywhere with an Internet connection. With the comfort of knowing that their files are always available, BCG's client can easily ask their employees to work remotely in the event of Internet loss at the office.



“ Working with Awesome Cloud is easy and painless. We just give them the information and they go off and set it all up. When it's ready, they turn it over to us and away we go. ”

- Erick Wilkins

Senior Network Supervisor, BCG Systems, Inc.

“ This is not just a cloud solution; it's also a true disaster-recovery and business-continuity solution. In the event something happens, they can RDP into the servers from wherever they are with 100% functionality. ”

- Dag Mavrolas

Director of Global Channel Operations and Sales, Awesome Cloud Services, LLC

## ABOUT AWESOME CLOUD SERVICES

Awesome Cloud Services is a cloud services provider that works exclusively with technology providers, enabling them to deliver white label cloud services to each of their clients.

Awesome Cloud provides Infrastructure as a Service (IaaS), Business Continuity and Disaster Recovery, as well as Software Licensing (SaaS).