

## Commercial real estate company realizes annual savings of US \$4.5M with UnifyCloud

Streamlining operations is one way organizations position themselves to run leaner and be more agile. For many, this means a move away from geographically dispersed physical datacenters and a move toward app and database modernization in the cloud. For one company, a cloud migration initiative delivered more than just agility; it delivered a financial windfall.

The client, a Fortune 500 commercial real estate services and investment firm with more than 100,000 employees worldwide, was experiencing dynamic growth. It also had the challenge of managing three physical datacenters, in APAC, EMEA, and the US. As the demands of a global workforce and clientele grew, it became clear that continuing to house data and legacy apps on-premises was not an efficient long-term strategy.

### A big move with a hard deadline

The company had a strategic goal of migrating its APAC datacenter and modernizing apps to Azure PaaS in less than one year—a tight deadline by anyone's standards, but necessary to support the company's goals of using IoT and machine learning capabilities in Azure. With an on-premises portfolio of more than 24 apps and 65 databases in APAC, the first step in the transformation process would be a comprehensive assessment to determine what would be needed to make the move—and what the results might be.

Manually scanning the apps and databases to identify all the code changes required for PaaS modernization, which would take more than five years of full-time developer hours, was well beyond the company's in-house capabilities, however. They knew they needed proven professional help and were working with a partner to migrate the datacenter. The partner brought in Unify Cloud to help them prepare for, and expedite, the move.

### Assessment down to the line of code

UnifyCloud performed an Azure Economic Assessment and an Azure Migration Assessment on 67M lines of code using the CloudPilot static code analysis tool. "If performed manually, this type of assessment would take more than 2,010 days to complete," said Marc Pinotti, CEO of UnifyCloud. "Using CloudPilot, we were able to dramatically expedite the assessment and complete it in record time—just 134 minutes!"

Using CloudRecon report analytics, UnifyCloud identified potential annual savings of US \$4.5 million. Leveraging AHUB, RI, and SQL MI consolidation cost savings, UnifyCloud presented the findings side-by-side against AWS, confirming Azure as the lowest TCO cloud solution.

*"Using CloudPilot, we were able to dramatically expedite the assessment and complete it in record time—just 134 minutes!"*

**-Marc Pinotti, CEO  
UnifyCloud**

### Results



Delivered data to facilitate successful **modernization of 24 apps and 65 databases**



Enabled the client to **exit their APAC data centers within their one year** deadline



CloudRecon identified annual savings of US **\$4.5M** through migration



**Saved more than 5 years** of development work.

CloudPilot identified the required changes for a successful Azure migration down to the line of code, with authoritative guidance, and recommendations for sample replacement code. UnifyCloud also delivered recommendations for migrating apps to PaaS, VMs, and containers, and also offered database recommendations for migration to SQL Azure, SQL MI, and from Oracle to Postgres.

### A data-fueled migration

The UnifyCloud assessment gave the company insight into key data required to streamline a strategic Azure migration, including:

- A complete data-driven infrastructure assessment
- View of migration options to guide strategy and planning
- Data on costs including OpEx and TCO comparisons
- Migration readiness for every app and database
- Modernization options, level of effort, and impact for remediation of apps and databases
- Detailed app and database changes required with line-of-code guidance
- Comprehensive roadmap to migrate key infrastructure to the cloud

After the CloudPilot presentation of the detailed app and database recommendations, the company's CEO was impressed. As she closed the deal for Azure, she said, "This is exactly the information I have been looking for!"

### On-time migration, with benefits

Despite an extremely aggressive one-year migration deadline, UnifyCloud enabled the migration to happen in record time, and within the short deadline. And as with any cloud migration, completing the move on schedule is only the beginning of the story. Being able to understand the potential ROI before migration and starting the process with "line-of-code" remediation guidance in hand, made the process smooth, and solidified the investment for the client as a tangible business asset. "Being able to come to the table with all the strategic and tactical details mapped out beforehand was key to a painless migration," says Pinotti. "Twenty-four apps and 65 databases later, we've helped our client reduce data center overhead while increasing agility and scalability, with spectacular bottom-line results."