

Commercial real estate firm uncovers over 50% savings with Lift and Shift Azure migration

Today, more and more organizations are outsourcing IT management—but those third parties generally specialize in monitoring, maintenance, and updates. When faced with a strategic migration initiative, an expert system integrator (SI) is often called in to work with the IT team. Find out how one SI took a client and its outsourced IT firm from business case through migration to post-migration management and optimization with UnifyCloud solutions.

A New York City-based multi-billion-dollar commercial real estate firm had some decisions to make. With an on-premises system costing them more than \$250K per month and a datacenter lease set to expire, the company desperately needed to modernize its data strategy and wanted to take advantage of the benefits of cloud migration.

The Board of Directors brought in outside expertise by hiring a new CIO and charged him with overseeing and executing on this database migration initiative. Realizing that moving to the cloud could potentially save them more than a million dollars each year and optimize operations, the new leader made this top priority. With its IT management already outsourced, the organization didn't have the specialized resources to take on an assessment and migration project and knew guidance would be needed.

"Our Board asked me to prioritize cloud migration when I was hired," said the CIO. "Because a full-scale migration has a lot of moving parts and our IT service provider had a gap in cloud migration expertise, it was a challenge. I knew immediately that I needed to find an expert partner that could help me prioritize tasks and deliver the information and support I would need to be successful."

The CIO contacted UnifyCloud to work with their SI partner to accelerate and guide the cloud migration process, from initial infrastructure assessment and insights to the right strategy and approach to recommendations for security, compliance, and cost.

A lift and shift strategy

The SI partner used UnifyCloud's CloudAtlas platform to perform a deep scan on the client's IT infrastructure and get a technical baseline of cloud readiness and options for cloud migration. Using infrastructure data from Movere, CloudAtlas identified a total of 286 servers to be assessed for migration.

After reviewing the analytics and reports generated CloudAtlas, the partner recommended that the client adopt a modified lift and shift strategy to manage level of effort and achieve desired cost reductions while capturing the benefits of migrating to the cloud. A major consideration was that the CloudAtlas platform identified more than 260 compliance and security issues in the current environment.. CloudAtlas mapped the client's existing servers to Azure, broken into buckets for security, networking, and monitoring services, outlined the projected total costs associated with the migration and, just as important, addressed those compliance and security issues.

Results



Migration plan
delivered in
7 weeks



Reduced costs
by **over 50%**
from previous
infrastructure



**134 apps and 332
machines** migrated
in less than 8 months



Cloud optimization
saved an **additional
\$100K annually**

The SI partner used the CloudAtlas analysis to make lift and shift application and server recommendations focused on applications according to migration grouping and outlined costs based on business function. CloudAtlas provided a detailed TCO, with costs broken out by cloud, storage, network, memory, and throughput. The recommendation was to migrate 134 applications in five migration phases, mapped to application and database server requirements. Estimated Azure investment over 3 years was \$4.3M – a significant amount, but a 50% savings over the existing on-premises environment.

Into the cloud within 8 months

The initial solution assessment engagement took less than 2 months which included several weeks to capture discovery data. The speed, accuracy, and depth of technical detail that CloudAtlas delivered provided a strong proof-of-concept that enabled the company's CIO to confidently request and receive authorization for the migration spend within two weeks of assessment.

In all, the CloudAtlas migration moved 134 applications and 332 machines to the cloud at a cost of \$118K per month. Over the next 5 years, the projected savings was over \$7M. Within eight months, the company's entire east coast operation was running 100% within the cloud.

Looking to optimize their new cloud infrastructure even further, CloudAtlas Supervisor was deployed to monitor Azure usage and performance. With just 3 months of monitoring, CloudAtlas identified an additional \$100k in savings annually, highlighting the end-to-end capabilities of the CloudAtlas platform.

Smooth migration, big savings

With UnifyCloud's CloudAtlas platform in its arsenal, the partner was able to take the client smoothly from business case through migration to post-migration in just eight months. At the end of the engagement, the partner further streamlined their Azure environment using CloudAtlas Supervisor and was able to identify even more cost savings. When all was said and done, the project was able to save the customer over 50% per month in operating expense.