

## Global ISV gets on the right migration path saving 90% thanks to UnifyCloud analysis

**When a company's success is driven by thousands of on-premises databases, it's walking a fine line between acceptable risk and disaster. Cloud modernization is one of the most efficient and cost-effective ways to mitigate the business risk of in-house datacenters. Getting a handle upfront on the state of the database ecosystem and the logistics and ROI of a migration is a critical part of a successful datacenter modernization initiative.**

A New York City-based global software company was considering an Azure migration. With revenue exceeding US \$300 million, over 600 employees, and thousands of customers; the ongoing business risk presented by their on-premises databases was a major concern and had to be addressed as the business continued to expand.

### A company with its business on the line

The company's entire business was reliant on their many databases that stored all of their client data. With three .NET apps built in-house connected to over 1,600 databases, they understood their situation was precarious. Making matters worse, they didn't feel like their disaster recovery processes were up to snuff.

In addition to disaster recovery concerns, the company was facing other issues. Managing business-critical databases was increasingly becoming both a chore and a liability. They also knew they'd be facing end-of-support for their entire database infrastructure in the near future. Something had to be done.

### Upgrade, move, or migrate?

The company had three options: 1) Upgrade the on-premises infrastructure; 2) move to different on-premises infrastructure; or 3) migrate to Azure. Ultimately, they knew that staying on-premises wouldn't eliminate many of the issues they were facing. Considering this, they sought to better understand the benefits of modernization and made it a priority to explore what it would take to run their apps and databases in the cloud. They expected to choose an IaaS lift-and-shift over a move to PaaS as PaaS did not seem suitable since the company had a large number of databases residing on a small number of servers. Wisely, they decided to get expert advice before moving forward.

Data collection was another issue. Manual data collection would take too long, but data security requirements prevented the use of traditional automated discovery methods. The company also found that most discovery tools didn't have the functionality to scan subsets of data selectively and securely from specific apps, databases, and servers as they needed.

They set out to find an experienced team that could assess their infrastructure, provide options with a cost analysis, and present informed recommendations on the best path forward. Helping them nail down a decision on services they could use on an IaaS or PaaS platform was also an important goal.

## Significant savings identified by CloudAtlas

After doing some research and getting recommendations from trusted industry colleagues, the company met with a UnifyCloud partner to initiate an assessment engagement focusing on its U.S. and Canadian operations. Using the UnifyCloud CloudAtlas platform, which easily and securely scans custom-built code, the partner analyzed the company's 1,600 databases across 3 apps, all the way down to the line of code. Using a custom SQL script within CloudAtlas, they collected all SQL data for the databases while staying in lock-step with the company's strict security requirements.

A twice-weekly cadence of short syncs to push and accelerate data transfer from the client was critical in ensuring the discovery process could be completed quickly and accurately. Using secure discovery data, the partner conducted a CloudAtlas assessment and cost analysis that included detailed insights into the different IaaS and PaaS Azure services available.

Having reviewed the CloudAtlas analysis and plethora of options – lift and shift, SQL MI, SQL DTU, Elastic Pool DTU, etc. – the partner discovered that PaaS presented significant savings over an IaaS migration and recommended a SQL Elastic Pool app server for both the U.S. and the Canadian operations. Had the company pursued its original plan, it would have been spending 90% more and would have missed out on the myriad benefits of a PaaS migration.

### Results



CloudAtlas identified a **90% savings** in moving to PaaS vs. other migration options



**10 weeks** from assessment to start of Azure migration

## Moving forward with confidence

The cost analysis, service recommendations, and PaaS roadmap using CloudAtlas were exactly what the client needed to choose the right strategy for its future. They felt so good about the analysis, cost effectiveness and low business risk of the solution recommended that they decided to move forward with an Azure migration post-haste – starting the migration just 10 weeks after the assessment.

## Future-proofing business

A truly agile business can quickly and seamlessly pivot as the business environment changes, but this doesn't happen by accident. Saddled with an on-premises datacenter that represented high risk and no agility, this ISV made the choice to modernize and acted quickly. Thanks to a CloudAtlas assessment from a UnifyCloud partner, the company assessed its options, developed a successful cloud migration strategy, implemented a plan, and created a future-proof infrastructure on which to fuel its success. All while realizing significant savings over what it thought was the right path before the CloudAtlas analysis.