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Office 365 & Windows Intune Case Study

Overview

Customer: ConnectPoint
Search Group

Website: connectpointsg.com

Number of Employees: 15

Country or Region: United States

Industry: Human Resources/
Recruitment

Partner: Infinit Consulting

Infinit Profile

Infinit Consulting is a Tier 1 Cloud Champion and was named West Coast Cloud Partner of the Year by Microsoft. Additionally, Infinit is one of the top 1% of Microsoft partners worldwide and helps thousands of clients across the globe.

Business Situation

ConnectPoint had cycled through four different IT service providers and was facing a \$25k Windows Server upgrade. They frequently utilized outside IT every time there was a computer or staffing change.

Solution

Infinit helped ConnectPoint migrate to Microsoft Office 365, Microsoft Windows Intune and utilize additional SharePoint Storage.

Benefits

Significant cost savings, improved cash flow, easy in-house IT and mobile access.

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San Jose • Seattle

Infinit Consulting Helps Recruitment Firm Move to Office 365 & Windows Intune— Business Saves More Than \$50k

“We realized substantial cash flow savings, eliminated the constant angst with IT support, realized full remote access all while dramatically increasing internal user satisfaction. We are 100% satisfied.” *—Curt Cetraro, CEO, ConnectPoint Search Group*

Business Needs

Like many companies, ConnectPoint frequently added computers and changed staffing; resulting in a variety of MS Office product licenses and requiring the employment of outsourced IT every time the network needed to be reconfigured. They also maintained an onsite server, which required its own server room and internal server backups were manually removed offsite on a rotating schedule, and therefore subject to human error.

There were always problems.

“Previously various server and PC issues were commonly unexplainable leaving little comfort that our internal systems were well managed. We really had no business having an internal server without internal technical support who knew our system, managed it daily and dedicated time to maintaining and backing it up properly” says Curt Cetraro, ConnectPoint CEO.

They were facing a Windows server upgrade and installation at \$25,000 and had cycled through four different IT server providers, each leaving things configured differently and never meeting ConnectPoint’s expectations.

Solutions

To address these issues, Infinit helped ConnectPoint move to Microsoft Office 365 for an all-in-one email and Office solution that ensured every staff member was using the same version of Office, bringing collaboration and mobility. Additionally engaging Windows Intune, ConnectPoint can now manage its day-to-day IT, keeping every computer up-to-date and using the latest Windows OS.

Other solutions wouldn’t cut it.

“We looked at moving to the cloud by patching together a variety of products such as Gmail, Dropbox, etc. but are strong proponents of



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**“Ownership angst
with outsourced IT
support has been
completely
eliminated”**

-Curt Cetraro,
ConnectPoint CEO

the MS Office E3 solution which allows us to use all of the Office products we are accustomed to using with one comprehensive product.”

It saved a lot of money, too.

The move allowed them to eliminate: expensive outsourced IT support, costs and risks associated with maintaining a server room, upgrading to a new Windows server, and manual offsite backups—all at a savings of over \$50k the first year, and ongoing savings of \$24k+ annually.

Benefits

Centraro reports that the benefits and improvements have been multi-fold:

- **Cashflow.** Eliminated expensive outsourced IT, server maintenance, upgrades, and managed antivirus.
- **Mobility & Offsite Access.** ConnectPoint’s staff are more productive with Office 365’s multi license approach, giving them the flexibility to install Office at work, home and portable devices. They’ve also gained remote access to files on SharePoint which previously required a computer to be left on at the office to access via a remote desktop.
- **Easy, In-house IT.** Cetraro says, “Each computer is configured exactly the same now, are running consistent

versions of MS Office and can be refreshed with an imaged drive if trouble occurs – all this can be done in-house by administrative staff quickly and cost effectively.” When new staff or computers are added, configuration is easy.

- **Licensing.** With Office 365 and Windows Intune, every computer is finally configured the same way with the same software, ensuring Microsoft license
- **Security/Reliability.** Eliminating the on-site server and backing up files to the cloud has greatly reduced risk while freeing up space and reducing energy costs. And perhaps most importantly, “Ownership angst with outsourced IT support has been completely eliminated” says the CEO.

By The Numbers

- Eliminated outsourced IT support, \$20,100 savings/year
- Eliminated need to upgrade Windows server, \$25,000 savings
- Eliminated onsite server room maintenance at \$1000/year and replacement of split-system AC unit, \$5,000 savings
- Simplified setup and configuration of new & existing PCs, \$2500/year savings
- Eliminated cost and stress of internal server backups
- Eliminated cost of managed antivirus, \$600 savings/year

Total Immediate Savings \$54,200

Ongoing Savings \$24,200/year

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