

CASE STUDY



Partner:
Engeneum

Product:
Microsoft Azure

Background

Engeneum is a UK Software as a Service (SaaS) company that offers protection and management of businesses digital assets to ensure maximum security. For 9 years, Engeneum were utilising on-premise servers as their solution of choice for IT infrastructure, burdening them with large overhead costs, compromised security and the concern that out-of-data infrastructure would be too difficult to change.

Challenges and opportunities

In 2018, Engeneum took the leap to start the upgrade to a cloud solution and approached a hosting service provider about migrating its on-prem servers into their hosted cloud service. From the start, the team at Engeneum had reservations. Firstly, the project was given a lengthy 18-month timeline for completion on a fixed and inflexible contract. Secondly, as the project developed, there were many delays and service issues for which little advice, assistance or reassurance was given.

Left frustrated and in need of a solution that could be implemented swiftly and with the flexibility to scale, Engeneum began looking into their wider options. During research, the team at Engeneum discovered Microsoft Azure; a solution that would soon be the answer to their problems.

What is Microsoft Azure?

Microsoft Azure is a global, scalable cloud infrastructure on which today's forward-thinking business can build and implement tools and applications, on-premises and in the cloud.

For partners, it offers new revenue opportunities and new ways to deliver IT services from the cloud.



“Azure was the perfect solution for Engeneum - it gives them the ability to grow with confidence. Being a data focused firm, the power & security of Azure will give their customers more confidence in their product,”

Tahmid Ahmed,
Vuzion Azure Business Manager

The Azure migration with Vuzion

Engeneum were faced with the choice of whether to buy direct from Microsoft or to utilise an indirect provider. Vuzion was recommended to them via a business contact, and the benefits of using an indirect provider made the decision easy. Vuzion offered Engeneum a complete value package of professional services and support, from training and rebate support to marketing enablement.

Vuzion swiftly assigned an Azure architect to manage the project, enabling clear communication of progress. The migration project for Engeneum took just 6 weeks to fully complete; a 14-month reduction on their previous migration project. The efficient progress allowed Engeneum to cancel their fixed term contracts for the previous solution and start enjoying the cost-saving and efficiency of Azure right away.



“We are extremely happy with the Azure platform and the professional support from Vuzion. The added benefit is that my technical team is comfortable with the deployment and are delighted that they can manage all aspects of the implementation themselves with the tools and interface provided. This is a win financially and technically with the added bonus of a very scalable, flexible and robust platform”

Chris Haden, *CEO of Engeneum*

Unbeatable benefits with Azure

Microsoft Azure gives customers more than just cloud infrastructure. It gives them the technology tools they need to transform the way they work and offer them long-term sustainability for the future. It's scalable, secure, and accessible from anywhere, making it the perfect platform for business growth.



Huge scalability

Azure lets customers rent computing and storage power as you need it, scaling up and down according to demand.



Global coverage

Global Coverage Spanning 54 regions, Azure beats all other cloud providers for its geographic coverage, meaning that it can support customers wherever they need to put their data.



Broad ecosystem

Azure isn't just a cloud infrastructure; it's an entire ecosystem. Azure Marketplace and AppSource provide thousands of cloud-based applications and services to give customers the functionality they need.



Ground-breaking innovation

Azure hosts next-generation technologies like AI and blockchain, giving customers access to cutting edge options that they wouldn't have the resources to develop themselves.



Flexible offerings and pricing

Azure offers a mixture of reserved instances and other cloud computing options to suit the customer's technology need and budget.

For more information contact the Vuzion team:

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