




# Global car manufacturer transitions network to the cloud with zero user disruption

## Product Use Case

## Infrastructure as a Service

### Customer Profile:

-  Global car manufacturer
-  80+ employees
-  Australia-wide

## Business challenges

- Legacy and outdated on-premise infrastructure causing performance and maintenance issues
- Management team's cost concerns and reservations about moving to the cloud.
- The need for a reliable and cost effective cloud solution with a simple migration path, as this would be the blueprint for other regions to follow

## Demystifying the complexities of the Cloud

From an end-of-life legacy on-premise solution to a complex existing environment with their incumbent provider, this global car manufacturer had to consider a lot of factors in order for the cloud migration to be a success.

Their management team had concerns about the cost and security of a cloud-based solution. With the idea of using cloud services unfamiliar to them, they were hesitant to invest in a new infrastructure model.

On top of everything was the pressure of the cloud migration being the first globally and a test bed of whether the organisation would move their entire global operations to the cloud.

Rather than giving in to the challenges, the global car manufacturer's incoming MSP saw it as an opportunity to help them demystify the cloud and significantly improve their operational efficiency and business maturity.

## Increased people performance with zero downtime

Working together with Hosted Network, the new MSP scoped, price and project managed the solution, even working alongside the incumbent provider to successfully migrate to a full cloud-based system with no downtime, no operational disruptions and no complaints from the global car manufacturer's management team. In fact, it was so seamless that no one noticed the migration at all.

- Collaborating with Hosted Network, the incoming MSP was able to effectively scope and price the new system. As a result, it not only proved to be more cost-effective than the legacy system but also offered enhanced reliability and improved security.

### Cost efficiency through consolidation of multiple on premise environments

Consolidating multiple on-premise environments into a single cloud-based environment helped significantly reduce infrastructure costs

**Enhanced network resilience through increasing multiple points of failure.**

To achieve high redundancy, they implemented multiple points of failure. This design ensured that if any part of the network failed, the other components would seamlessly take over, preventing any downtime or service interruptions

#### Improved network performance with a custom-scoped solution specifically to the end customer's needs.

- Internet connectivity bandwidth scoped appropriately to their requirements to improve stability between sites
- Implemented fully managed SecureWAN to securely connect sites to their cloud environment
- To prevent any complaints being associated with the migration, the management team chose not to notify employees about the transition. It wasn't until a few months later that the IT Manager announced the successful migration, highlighting how seamless the transition went.
- The successful cloud migration served as a compelling use case for the organisation's digital transformation, driving other regions to follow suit and adopt similar strategies.

## Hosted Network's Virtual Data Centre (VDC) advantage



### Flexibility and control.

Build a Virtual Data Centre to the exact requirements of the end user instead of being tied up to the requirements and constraints of big cloud providers like Azure or AWS.



### Easy to spec and quote.

Similar to sizing traditional hardware, our Virtual Data Centre is easy to spec and quote- no rocket science required!



### Predictable AUD billing.

Unlike competitors such as Azure and AWS who charge per-instance and bill hourly, our Virtual Data Centre is resource-based and billed monthly. This allows you to pay for what you use and easily increment resources. With no effect to FX changes and burst in consumption, you can better manage your budget and avoid cost blowouts.



### Solution familiarity.

Unlike our larger competitors where you need qualified engineers to run and manage environments, our Virtual Data Centres keep things simple without sacrificing on power or performance. All of our VDCs can be managed from a simple to use web interface that provides you full control and visibility over your virtual workloads.



### Free migration assistance.

Our team of engineers will help your MSP migrate any existing workloads that are either on-premise or with another cloud provider into your Virtual Data Centre at no cost.



### Access to partner success tools.

Leverage free tools to help streamline billing, troubleshoot and resolve issues faster and speed up your go to market:

- Rebilling System (Integrates with Xero, Autotask and ConnectWise)
- Sales and marketing concierge
- Pre and post-sales support
- Free training and product trials