




Law firm cuts costs by 50% by migrating from Azure to Hosted Network's cloud

Product Use Case

Infrastructure as a Service

Customer Profile:

-  Legal firm
-  50 employees
-  Multiple offices

Business challenges

- Paying for higher tier cloud plans from Azure for only a small increase in virtual resources
- Not utilising the added features in higher-priced plan due to lack of need
- Poor budget management due to unpredictability of costs due to Azure plans billed in USD and affected by FX changes
- Lack of adequate security measures due to budget constraints

Major player, major cost

Partnering with a major cloud player doesn't guarantee great results.

When the customer learned they needed to upgrade their server resources to improve the performance of their Line of Business application, they didn't expect the monthly bill to be excessive and in the thousands for such a small increase.

With their workloads in one of the big public cloud providers Azure, they were forced to move to Azure's next tiered plan. While they were able to obtain the resources they needed for their application to improve, it left them with a large cost and unnecessary features they wouldn't need.

Significant savings leads to increased security and reduced business risk



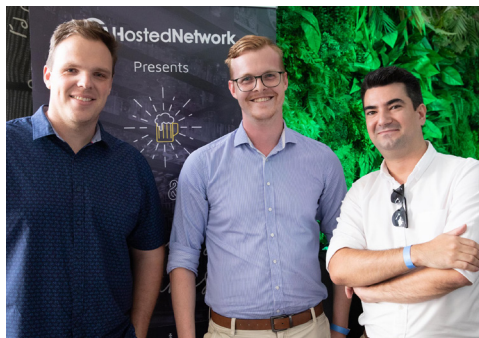
"With a proper price comparison [from Azure on] how it would look with Hosted Network, we were able to move them to Hosted Network and increased resources for those servers. So they had more [resources], and made a very significant cost saving in the process, took that cost saving and invested that in cyber security measures, which they were lacking in. The end result was faster servers delivering the exact same solution, and a much more secure environment. And it ended up being cost neutral to them."

Aaron Jacobs, Former General Manager at Rodin Business Solutions

Partnering with their MSP, the law firm leveraged Hosted Network's cloud to increase security, flexibility, and control over their infrastructure and data and realise the following benefits from the migration from Azure:

- **Pay for what you need** - Unlike big cloud providers like Azure who bill based on plans with fixed resources, Hosted Network's cloud solution is billed on scalable resources which allows you to pay for exactly what you use, and upgrade or downgrade resources as business needs change.

- **Significant cost savings** - Switching to Hosted Network's cloud reduced their cloud bill by 50% even with the small increase of resources the legal firm originally needed.
- **Compliance with regulatory requirements** - We ensure your data stays within Australia remaining compliant with laws mandating the retention of personal data, such as health record laws, national security laws, tax or financial record laws, employment laws and export control law that may require data residency within Australia.
- **Scalability** - Have the ability to scale resources up or down, catering for peak and lean business seasons, without incurring excessive expenses.
- **Enhanced security posture** - Redirect savings from migration to Hosted Network's cloud towards a security solution.



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.



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.



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.



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.



Easy to spec and quote.

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



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



Get a 14-Day Free Trial

Speak with our sales team

