Rethinking IT

How one company used strategic technology to become more resilient while saving more than $12K a month

Lazorpoint

IT For The Win.™

THE SCENARIO

High-growth companies need the right tools to scale.

Today, technology should be at the top of the list. The frustration for our client, a fast-growing architectural, engineering, and interior design firm, was that their existing IT environment was inflexible, costly, and didn't support their business strategy. It made it difficult to acquire talented team members who were not geographically close to one of the main offices and challenging to collaborate on projects with team members that weren't in the same office. In an industry where top talent is at a premium, this was not a formula for success.

Their problematic infrastructure was just like most standard small-to-medium organizations. Each of their nine locations had its own servers and backup devices on-site, and each user carried around a high-powered laptop that cost around $5k ($12k, including all the high-end software they required). In an effort to try and collaborate on large architectural and engineering models (CAD), their prior IT provider thought they had a solution using some software to replicate files between servers. This ended up backfiring because often one office/person's work was overwritten by another, which led to wasted time/money and a very frustrated team members. Instead, instead of creating efficiency, it generated inefficiencies that were hurting the business.

The COO of the company knew that there was no way they could continue to meet growing demand with an IT infrastructure so rigid, expensive, and insecure, not to mention one that didn't support key tenets of their operations strategy.

When they engaged Lazorpoint, we had several "think sessions" with the COO and their team to discuss long-term strategy for the company's IT that would better support their current growth and future plans.

The COO knew there was no way they could continue to run at their current pace.

THE CHALLENGE

In addition to the common requests for systems to be more reliable and secure, the COO asked us to help the company accomplish a few things:

1. Reduce the per-user cost of IT

2. Reduce the time and costs required to open new offices or integrate offices through acquisitions

3. Enable users to collaborate from anywhere, not just a company office

Lazorpoint's team quickly came up with several solutions, each with slightly different investment profiles and benefits, that would help the company become more agile. This would allow them to hire better talent anywhere while becoming a stronger company in the long run.

THE CHALLENGE

Lazorpoint replaced the company's expensive, one-size-fits-all, decentralized architecture with the following:

1. A centralized, high availability, compute and storage platform for all their employees to utilize

2. A hybrid-cloud model (a combination of public and private cloud)

3. Replaced their $5k high-powered laptops with $700 thin clients

THE IMPACT

Throughout our relationship with the company, we have helped them become more flexible, which allows them to better follow their own business and growth strategies.

The new hybrid cloud and thin client setup gives the client the agility they need to remain competitive in a fast-paced market. *Now, they are able to hire anybody, anywhere, and open up a new office branch in a matter of days.*

The significantly reduced IT cost per user allowed the company to do more.

THE BOTTOM LINE

Our client realized savings of $140,000 annually, plus $2,000 per year perpetually for each additional employee they add as they grow.

Because of the new centralized computer and storage infrastructure, team members can work securely from anywhere. The COO's vision of **"you can work, no matter where you are"** has been realized, and their system aligns with their growth strategy.

Savings:

$140k ANNUALLY

+

$2k ANNUALLY PER ADDITIONAL EMPLOYEE

Lazorpoint

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lazorpoint.com/expert

216.325.5200

737 Bolivar Rd, Suite 100
Cleveland, OH 44115

IT for the Win

Running a business is hard. Imagine taking *IT* completely off your plate and just focusing on the things you love.

Let Us Show You How
TALK TO AN EXPERT

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COVID UPDATE

The global pandemic has upended many lives, and businesses have been forced to have their people work from home and find ways to reduce their costs to stay alive and remain competitive.

Although being prepared for a global pandemic wasn't part of the initial criteria for this new solution, the fact that "work from anywhere" was, proved to be hugely beneficial in that it allowed them to go into lockdown at home without skipping a beat in serving their clients

Additionally, we helped them renegotiate and restructure some of their IT-related contracts with their Internet, software, and data center providers to get a better deal and to right-size for the "new normal".

What started as a basic IT cost review turned into approximately $9,800 per month in IT savings across the board for the company.

These efforts, paired with our new IT infrastructure, have helped the company maintain the flexibility they need to survive and grow - even in the middle of a global pandemic.