

Workplace MODERNIZATION | End User Compute & Productivity



The right forecast for growth.

A major US holding company has over 150 brands in media and entertainment across 100 countries around the world. They wanted to transition to a multi-cloud environment, but they needed more flexible options and better pricing than their existing enterprise agreement afforded. Fortunately, Zones was able to clear the air and get them onto a cloud plan that meets their growing needs.



Challenge

- Need flexible solution/setup to support multi-cloud environment.
- Cloud solution must fit within budget.



Solution

- Cloud Solution Provider (CSP) agreement for multi-cloud support and predictable pricing.
- 24/7 support to ensure stability across environment.



Results

- Roughly \$250,000 savings.
- Subscription license allows client to easily scale up or down as needed.
- Paved way for future cloud support opportunities.

Case Study | Workplace MODERNIZATION | End User Compute & Productivity

The Challenge

The client wanted to adopt a multi-cloud environment, and they needed a flexible cloud solution to make the new setup possible. When their current provider pressured them to renew their enterprise agreement, Zones was able to offer a more scalable and economical alternative.

The Solution

In addition to offering to help the client configure and manage Microsoft Azure, Zones proposed a Cloud Solution Provider (CSP) agreement to better support their move to a multi-cloud environment. This managed subscription provides immediate financial relief thanks to “pay as you go” pricing, and it allows them to move expenses into a more affordable OpEx cost model. Our CSP agreement also includes 24/7 support, allowing the client to keep their cloud initiatives running smoothly at all times.

The Results

The client’s new CSP agreement with Zones is projected to save them roughly a quarter of a million dollars. On top of those massive cost savings, they will gain greater flexibility, scalability, and control over their cloud usage thanks to the adjustable nature of the CSP license.

This success also paves the way for Zones to help the client with future cloud opportunities, including assisting with Azure and Office 365 as well as supporting multi-cloud architecture with a variety of ongoing services.

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