

Microsoft 365 Migration & Workshop



Zones works with BioTE Medical to revamp IT infrastructure.

BioTE Medical is one of the industry leaders in the field of bioidentical hormone replacement therapy. The company works directly with healthcare providers to administer treatments for hormone imbalances in both women and men. Currently, BioTE is focused on serving customers in Texas, but leadership has its sights set on a very aggressive growth plan. They needed a partner to help them modernize their workplace as they began to expand.

Challenge

- Needed to move away from GoDaddy as their main platform for hosting IT.
- Was seeking an alternative that better fit the company's long-term growth plans.
- Wanted a solution that would increase flexibility and scalability while ensuring compliance.

Solution

- Demonstrated capabilities of Microsoft Teams for running virtual meetings.
- Persuaded client to adopt M365 and leverage video conferencing as a regular practice.
- Delivered detailed Statement of Work that showed client our full capabilities.

Results

- Embraced Zones' CSP status for the flexibility to add and modify M365 licenses.
- Began working with Zones to set up additional M365 features in their environment.
- Plans to leverage Zones Discovery Service for migration of their Azure tenant.

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The Challenge

When Zones first began doing business with BioTE, they were using GoDaddy as their go-to solution for hosting email and managing their IT infrastructure. During the first initial phone call, Zones identified that their current solutions were not empowering their employees with the scalability, flexibility, and choice in how they connect, share, and communicate with remote workers while keeping security and compliance top of mind.

The Solution

When Zones first arrived on site, our cloud executive logged into the company's Wi-Fi to join a virtual meeting scheduled between the BioTE team and our cloud solutions architect using Microsoft Teams. This simple demonstration had a significant impact on the client's decision, as it gave us an excellent opportunity to showcase the umbrella of teamwork and security solutions that Microsoft 365 provides.

The Results

BioTE's IT leadership came to recognize that Zones' status as a Microsoft Cloud Solution Provider was a competitive advantage, as it gave them flexibility and cost savings by letting them add or remove licenses at will. BioTE also turned to us to help with their modern workplace migration. Within a couple of weeks of the initial introductory call, we were able to offer them a quick delivery by completing a full Microsoft 365 migration. In addition to our quick delivery speed, we were able to provide them with a cost-saving strategy so they would only pay for the licenses they use.

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