

Security, Infrastructure, and Migrations

Provides Microsoft service to MESA under our Microsoft Cloud Solution Provider program.

MESA, headquartered in Tulsa, operates through three distinct divisions: MESA Products, and Bass Engineering. Specializes in the nationwide distribution and safe manufacturing of cathodic protection materials.



In the process of cloud migrations: API, data storage, and data security.



Competitive pricing, moved to cloud data.



Data from anywhere anytime with security and support.



Utilized full security adoption: MFA, MDM, SSO, governance, and compliance.

Return on Investment:

- **\$120,000** saved by implementing Azure. OpEX vs CapEX.
- **\$150,000** saved a year with Zones managing the data center and Azure backup.
- Enhanced data protection, improving MESA's security score by over **20 points**.
- Increased security, saving MESA over **\$140,000** a year and preventing costly security breaches.



CHALLENGE

- Technology adoption poses challenges for the client.
- High on-premises data storage costs and security concerns need attention.
- Cost-effectiveness concerns
- Optimizing Microsoft O365 suite usage is a priority
- Strengthening weak security is crucial.



SOLUTION

- We move the client from data storage to the cloud.
- We provide them with competitive pricing as compared to other vendors with special discounts.
- We build out a migration and security roadmap.



RESULTS

- The client appreciates Zones' step-by-step tech solutions approach.
- Initiation of vendor consolidation for efficiency.
- Zones' solution saved money, redirected to other vital IT projects.

Consider **IT done**.

Visit zones.com or call **800.408.ZONES** today.

THE CHALLENGE

The client faced challenges in adapting to new technologies and their adoption, experiencing high costs and security concerns related to on-premises data storage. Additionally, they were apprehensive about the expenses associated with their previous vendor's services, leading to a desire for consolidation. They were using Microsoft Office 365 suite and were having data security issues as well.

THE SOLUTION

Zones facilitated the client's transition from on-premises data storage to the cloud, offering competitive pricing that includes special discounts in comparison to other vendors. Our approach involved providing a comprehensive migration roadmap and addressing security concerns through the development of a dedicated security roadmap.

ACTIONS



Zones facilitated seamless on-premises to cloud transition.



The client leveraged Zones' expertise for competitive pricing and exclusive discounts.



Zones provided a clear, effective migration roadmap.



Zones implemented a dedicated security roadmap for data protection and confidentiality.

THE RESULTS

The client valued Zones' consultative approach, where we served as an advisor to address each tech solution individually. Vendor consolidation was initiated, leading to significant cost savings. These savings are now being redirected to support their other IT projects.

THOUGHTFUL WORDS BY MESA

“Our collaboration with Zones has been game-changing for us. We know that you're going to get it done.”



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