



A modern cloud infrastructure increased ROI and improved time to market for a leading producer of hydrocarbon equipment.

The client is a leading independent producer of high-quality, specialty hydrocarbon equipment that offers over 3,400 products to a worldwide customer base. When they looked to modernize and improve their IT strategy, they found that their cloud infrastructure was poorly defined and organized. They engaged with Zones to help them design and implement a comprehensive new strategy.

Zones leveraged their proprietary Zones Cloud service and management platform to present the client with a new infrastructure that fit their individual business needs and then rolled out a comprehensive road map that consolidated and sequenced their initiatives for better visibility and management.

The new infrastructure has proven to be a significant boon to the client. They've reported a 30% increase in ROI and a 25% faster time to market. The client has since utilized Zones solutions to support ten of their 11 manufacturing facilities across the United States.

Challenge

- The client onboarded a new IT executive, who assessed on their cloud infrastructure and found their current cloud strategy was aged and inefficient.
- Because the system was poorly organized, several ongoing corporate initiatives did not fully align with the company strategy or to each other

Solution

- In a series of exploratory sessions, Zones assessed the client's current cloud infrastructure. This assessment helped develop a new solution that took the client's needs and expectations into account.
- Zones' Solutions Architects built an agile new cloud infrastructure via their Zones Cloud management platform, using the platform's Assess, Design, Implement, Manage (ADIM) methodology.
- Zones formulated an overall cloud strategy for the customer and developed a comprehensive roadmap that consolidated and sequenced their various cloud initiatives.

Results

- Zones successfully executed multiple components of the cloud roadmap.
- The client has seen a 30% increase in ROI and a 25% faster time to market under the new infrastructure.
- The client has since requested Zones support and solutions at ten of their 11 United States manufacturing facilities.

IAAS MODERN CLOUD INFRASTRUCTURE

The Challenge

When a leading producer of hydrocarbon equipment onboarded a new IT executive, one of the first things the executive did was assess their cloud infrastructure. This assessment revealed that the company's cloud strategy was aged, inefficient, and poorly organized. Not only that, but because of the efficiency issues, the company was putting time and money into several ongoing corporate initiatives that didn't align with the company's overall strategy.

The company was growing at a steady clip, with 3,4000 products for sale servicing 2,700 customers in 90 countries. Because of this, a robust cloud infrastructure was essential if the client planned any further growth.

The Solution

The client reached out to Zones on the strength of Zones' cloud solutions and their proprietary management platform, Zones Cloud. Zones' first step was to hold a series of exploratory sessions. These sessions helped Zones understand the specific challenges the client was facing and focus on the business needs they hoped to overcome with a modernized infrastructure.

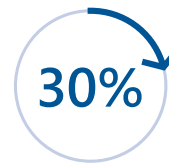
Once Zones gathered enough data, they leveraged the Zones Cloud's Assess, Design, Implement, and Manage (ADIM) methodology to prepare a new infrastructure. The ADIM model assists by building an experience-based approach offers technical guidance and helps focus the project with meaningful relevance to the business and operational efficiency during the coexistence state.

In addition, Zones also formulated a comprehensive roadmap to aid the client in their migration. This roadmap consolidated and sequenced their various cloud initiatives, which will ensure that all initiatives going forward are properly aligned to the company's strategy, saving time and money.

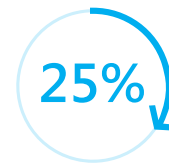
The Results

Once the new infrastructure was complete, Zones worked with the client to successfully execute multiple components of the cloud roadmap. These projects included an Active Directory Assessment and Remediation, Microsoft System Center Configuration Manager (SCCM) App Script, Microsoft Exchange Online Data Restoration, and more.

The client's new cloud solution has provided them with major cost savings. They have reported a 30% increase in ROI and 25% faster time to market thanks to the agility and simplicity of the new solution. Zones solutions are now in use at ten of the client's 11 US manufacturing facilities.



30%
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10 facilities in
the US utilize
Zones services
and solutions

// *Thanks to Zones' end-to-end solutions, the client now looks to us as a trusted advisor. When a new challenge arises, they call us first because they know it will be solved quickly, securely, and under budget.*

– Solution Architect, Zones LLC

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