TIERPOINT

US Trailer Rental Company Successfully Navigates Cloud Transition

Overview

A US-based trailer rental company was faced with the need to transition away from its existing on-premises infrastructure. However, the transition to cloud services was an entirely novel experience for them. Collaborating with TierPoint's Azure migration experts instilled in them a sense of assurance in navigating this unfamiliar cloud landscape. Equipped with a comprehensive roadmap, the seamless transition and proficient management capabilities enabled them to excel in this newfound, flexible environment.

Challenge

Moving is daunting.

The longer you stay in one spot, the more intimidating the prospect of packing everything up and moving to a new place is. Especially when you're moving on a deadline.

Few would understand the intricacies of that process more than an organization that rents and leases equipment to move things of all shapes and sizes.

But when this trailer rental organization faced a different kind of move, they needed a different kind of mover. After utilizing a different data center provider for years, they decided it was time to switch to the cloud. And they had to move on an aggressive timeline.

But, like we said, moving raises all kinds of questions, and answering them is crucial before moving forward:
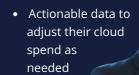
- What type of cloud environment do we want?
- Will tier go fully to the cloud, or have a hybrid approach?
- How should this environment be designed to fit our specific business needs?
- How long will it take to move to the cloud?
- How can we ensure we're maximizing our cloud investment and unlock our full innovative potential?
- How much should we expect to spend, both during the migration and month to month afterward?

Our Client

This organization is one of the largest trailer leasing and rental companies in the United States, specializing in long-term leasing and short-term rental services.

Key Migration Benefits

- Tailored Microsoft Azure cloud environment with frameworks for security, reliability, performance, cost, and operational efficiency

- Tiered migration, minimizing risk and downtime

- Comprehensive disaster recovery plans to ensure business continuity

- Improved security posture with:
  - secure connections
  - advanced threat protection
  - proactive monitoring and real-time alerts
  - native Azure firewalls

- Ability to scale up or down to meet shifting demands

- Actionable data to adjust their cloud spend as needed

Solution

Ask anyone about their last move, and there's a good chance they'll tell you, "Hiring movers was the best decision we ever made." Why? Because they have the equipment, expertise, and experience to do it better and faster. Cloud migrations are no different. (Well, okay, there's less box packing and truck driving).

After the company started a rigorous search for the right cloud expertise, TierPoint's RFP response won out. That's because this trailer rental organization was looking for an end-to-end partner for both migration *and* management. They needed a detailed assessment and battleplan before their migration, end-to-end management of the entire migration process, and comprehensive support of their new cloud environment afterward.

Azure Migration Benefits

This trailer rental business chose the cloud over investing in another on-premises data center because they wanted to leverage Microsoft's Azure modernization and scalability benefits.

Partnering with TierPoint for this migration provided the company with:

- A tailored cloud environment that adhered to the Azure Well-Architected Framework for security, reliability, performance, cost, and operational efficiency
- Tiered migration process, minimizing both risk and downtime
- Comprehensive disaster recovery plans, including Azure Site Recovery, to ensure business continuity
- Improved overall security posture
- The ability to scale up or down with the click of a button to meet shifting workload demands
- Actionable data to adjust their cloud spend as needed

Azure Management Benefits

Migrating to the cloud was only the beginning of this company's partnership with TierPoint.

Enlisting us for ongoing Azure management allowed this organization to continue to unlock the full potential of their new cloud environment.

Our managed cloud services team was able to:

- Free up their internal teams from infrastructure and hardware management, empowering them to focus on innovation and revenue-generating initiatives instead of routine maintenance
- Swiftly deploy new applications and solutions, such as Azure SQL Database, across various sectors to improve both employee and customer experiences
- Gain access to accelerated 24/7 Microsoft support services through our enduring partnership
- Harness our expertise in Azure Security Center to combat ever-evolving cybersecurity threats, including ransomware

Power Your Cloud Migration with TierPoint

Moving doesn't have to be a pain. Call 844.267.3687 or email sales@tierpoint.com for an initial assessment of your environment to see how we can help your organization innovate with a flexible Azure strategy.

About TierPoint

TierPoint (tierpoint.com) is a leading provider of secure, connected IT platform solutions that power the digital transformation of thousands of clients, from the public to private sectors, from small businesses to Fortune 500 enterprises. Taking an agnostic approach to helping clients achieve their most pressing business objectives, TierPoint is a champion for untangling the complexity of hybrid, multi-platform approaches to IT infrastructure, drawing on a comprehensive portfolio of services, from public to multitenant and private cloud, from colocation to disaster recovery, security, and more. TierPoint also has one of the largest and most geographically diversified U.S. footprints, with dozens of world-class, cloud-ready data centers in 20 markets, connected by a coast-to-coast network.

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