

VLCM Case Study

Microsoft Office 365



Intelligent Transportation Systems provider finds Office 365 to be more economical.

Overview

Country or Region: United States

Industry: Traffic Detection

Customer Profile

Wavetronix is a market leader in intelligent transportation systems (ITS). Their products include advanced radar sensors, power and communication solutions and data management appliances. Since 2000, Wavetronix has developed the most advanced technologies with the highest quality.

Business Situation

Wavetronix wanted to reduce cost while leveraging the licensing of applications to make doing business more seamless.

Solution

After performing an analysis of the cost of purchasing the professional edition of Microsoft Office every three years, the decision was made that Office 365 proved to be far more economical.

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Rob Moon, IT Manager, Wavetronix

Office 365 is a big step in the right direction for any small to enterprise-level business- offering companies a more cost-effective solution by avoiding hardware costs and manual software upgrades. Before Microsoft launched their cloud-based Office suite, organizations had to purchase the new Office application upgrades as often as they were prompted. With Office 365, purchasing new licenses approximately every three years is no longer a concern. For this and many other reasons, many IT managers have had their eye on implementing the new software as soon as possible.



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IT Manager, Wavetronix

Situation

One such case was Wavetronix, who came in during the early stages of 365's roll out. Wavetronix provides intelligent transportation systems (ITS) through products like advanced radar sensors, power and communication solutions, and data-managed applications. Wavetronix is recognized for keeping our roads safe by maintaining accurate and timely functionality for important road equipment like traffic lights and signals.

Rob Moon, the IT Manager for Wavetronix, noticed the licensing and pricing improvements early on and took his Office 365 proposal to his executive team.

“I did an analysis of what it cost us to buy the professional edition of Microsoft Office every three years,” Rob said, “and when I compared apples to apples, the Office 365 option was far more economical, and the benefits we gained from it were substantial, such as licensing for Share Point, network licensing, Lync CALs and Exchange CALs-- all of which we had to buy separately before, not to mention we no longer would have to maintain it all either.” After seeing Rob's analysis, Wavetronix's CEO was convinced, and the process of migrating to 365 began.

Solution

“One of the biggest reasons we decided to go with VLCM was due to their service,” Rob explained. “When our rep reached out to us, he caught us at a really good time. Our company had recently established an initiative to invest more in IT, and the way our VLCM rep handled it all was great. The first time we ever talked to him was very impressive: he simply wanted to meet to discover our needs so he could work to accommodate them. The reps we deal with at VLCM are great at what they do.”

The first step in VLCM's migration process is collaboration. They met with Wavetronix and discussed what was expected from VLCM as well as the Wavetronix IT staff. “One of the ways in which VLCM really helped us was

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with the setup of the federated server,” Rob recalled. “We could sit and babysit our own mailboxes during the migration; that was no problem for us, but when we looked at what it took to implement the federated server, we felt a little overwhelmed. The VLCM engineer came in, though, and knew exactly what he was doing. He had experience in doing it, and he had it set up and done for us. Their service made the entire migration worth our time and resources.”

Despite others’ efforts to acquire Wavetronix’s business, Rob has remained faithful to the services VLCM offers. “I’ve had four or five other companies contact me that do the same thing VLCM does,” Rob continued, “and when I tell them that I already have a company I work with, they talk about how they can beat their price. But then I tell them that it’s not always about price, but about service. If the service is great and the price is great, that’s where the value is, and that’s what VLCM offers.”

Rob was equally adamant that a lower price doesn’t always translate into a better value. “You can have someone come and offer to do the same for a little less, but that’s not what’s important. I’ve seen less, and less isn’t what I need. If you don’t get the service with it, it doesn’t matter how much you might be saving.”

VLCM’s relationship with Wavetronix started before the Office 365 migration. When it came time to shift direction to a cloud-based suite, Rob turned back to his VLCM rep. “That’s when I turned to Dan Ihler, my VLCM representative, and asked: what about Office 365? It was a major initiative for us, so when Dan told me that they were able to do it, our minds were made.”

Wavetronix was so pleased with the way the migration went that they now use VLCM in more areas than one. “We’ve since moved all of our Office licensing to VLCM,” Rob recounts. “SHI calls us every week with some deal, but I just don’t return the call. It used to be that we would go with CDW, because it was convenient to just send my rep a message and say: we need these licenses. But when they tried to get us to go with them for our Office 365 migration, they got their Microsoft rep on the

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phone to tell us all this stuff, but there just wasn’t a local presence. They were just going to hire someone locally to do it for them. That’s when I told them: no thanks, I’m going to go with the local presence: I’m going to go with VLCM.”

When asked if Wavetronix would choose VLCM again for a similar deployment, Rob answered in the affirmative: “Oh, yeah. In fact, we already are. We’re working with VLCM to update our Active Directory domain.”

By the end of everything, Wavetronix was thoroughly impressed with the knowledge and expertise exhibited by the VLCM and Microsoft reps they dealt with during the implementation of Office 365. After all, when it comes to knowledge, experience, and local presence, VLCM offers it all.

VLCM & Office 365

VLCM has been onboard since the initial launch of Office 365 and has local engineers expert and experienced in its deployment. With VLCM you get the local support, flexibility, and follow-through that’s needed when it comes to migrating your data to Office 365.

If your business has been contemplating the change to Office 365 consider the following benefits of making the switch:

Security and reliability that is first-class

With Office 365, your data and applications are maintained, supported, and secured through the best of cloud-computing procedures.

Familiarity and Compatibility

There is no need to train your staff on some new cloud-based Office suite. 365 has the same familiarity and functionality that everyone is so used to.

Automated Efficiency

Maintained security updates, running back-end system requirements, and upgrading software are all matters no longer a concern for Office 365 users.

Better ROI

With Office 365, you get enterprise-level service at a fraction of the cost it would take to manage it all yourself—plus, you limit your upfront costs with the elimination of licensing restrictions and software upgrades.