



BitTitan MigrationWiz

Case Study: Appelsiini

Overview

Organization

Appelsiini

Location

Helsinki, Finland

Employees

Approx. 300

Industry

IT Consulting
Hosted Services Provider
Office 365 Syndication Partner

Source

Exchange 2007

Destination

Microsoft Office 365

Business Needs

8600 mailboxes from three Appelsiini clients needed to be moved inside of four weeks.

Solution

MigrationWiz was able to perform the migration in time, and BitTitan's 24/7 support helped circumvent throttling issues.

Benefits

- Clients moved to Office 365
- Provided DirSync after migration
- Integrated ADFS
- Massive saving vs. old servers
- Satisfied clients
- At least \$50,000 in savings, estimated to be closer to \$100,000

Appelsiini & BitTitan Migrate Thousands of Mailboxes in Record Time.

8600 Mailboxes. Four Weeks. No Problem.

It was a perfect storm. Appelsiini found themselves with 3 customers (totaling about 8600 mailboxes) needing to migrate off their existing mail systems with only four weeks before the customers' servers were scheduled for a hard shutdown. If Appelsiini couldn't complete the migration by then, the customers would either lose their data or be forced to renew their service agreement for an additional year, doubling their service expenses as they paid for both old and new mail systems for an entire year.

The Client

Founded in Helsinki, Finland in 1999, Appelsiini delivers a wide range of IT consulting, application development, and outsourcing and support services. Appelsiini aims to provide ongoing IT services and to act as a long-term and reliable partner for customers. With four offices and 310 service professionals, Appelsiini focuses on high customer satisfaction, deep technology

expertise and dependable customer-oriented operations. Part of the Elisa Corporation, Appelsiini was recently named the Microsoft Country Partner of the Year in Finland thanks to their continued record of excellence and success helping their clients with Office 365.

The Challenge

Three separate organizations requiring migration of mailboxes, contact lists, and calendaring systems to sustain internal and external communication. Each of the clients were migrating to Microsoft Office 365 for its ability to provide the most current services and software available on an enterprise cloud platform.

"Microsoft Office 365 provides the flexibility in the cloud our customers required, along with enterprise-level features and functionality as well as growth capability at a much lower cost. Our customers are extremely happy with their move to Office 365 and overall cost savings and productivity

gain. They were especially thrilled that there was absolutely no downtime or service interruption during the migration” stated Ville Kankare, System Consultant.

Of course, they still needed to figure out how to move thousands of mailboxes, from three different clients, to Office 365 as fast as possible while avoiding all the expense, intrusion, and downtime that comes from manually transferring complete mailboxes to and from thousands of end user computers. That’s where MigrationWiz came in.

“We had past experience with MigrationWiz and it has been proven to be an excellent and reliable application for migrations. We have also been very happy with the way MigrationWiz handles support cases!”

Ville Kankare, System Consultant

According to Kankare, “We chose to partner with BitTitan because MigrationWiz migrates from anywhere, to anywhere. The fact that they provide a singular solution and support structure is huge in reducing complexity and supporting our customers cost effectively, regardless of what size, industry, location or existing mail system.”

When additional assistance was necessary due to Microsoft’s throttling policy inhibiting the migration, Kankare turned to our 24/7 Tier One support. Kankare was very satisfied with the resolutions provided by support, which is available 24 hours a day, 7 days a week, by submitting a request directly from the website. “Those problems were solved with the help of MigrationWiz support, which by the way is really great,” Kankare said.

MigrationWiz proved to be a fast and efficient tool for Appelsiini’s projects. They migrated over 2TB of data with only four weeks to plan, test, migrate, and check results. The Powershell features made the large migrations jobs run smoother for time-saving results. Appelsiini’s clients were more than satisfied with their update to Office 365 and its features, giving them everything they

wanted and more including integrating ADFS and DirSync. Overall, Kankare and Appelsiini found MigrationWiz to be the perfect solution to their perfect storm problem.

“With MigrationWiz, we enabled Appelsiini to easily lower the three biggest barriers to adoption of Office 365: time, cost, and friction,” said Nicholas Jordan of BitTitan’s Business Development team. Kankare agreed.

“With over 8,000 total mailboxes from 3 different sources, there was no way we could have accomplished this using any other tool. A manual migration was just out of the question.”

About MigrationWiz

MigrationWiz provides mailbox migration services through a fully automated, cloud-based solution that can be accessed at any time, from anywhere, to conduct a seamless mailbox migration on demand. Without the inconvenience of additional hardware or software to install, this patent pending technology has met the needs of global Fortune 500 organizations, governments, healthcare providers and individuals in over 102 countries. This software as a service (SaaS) solution allows the customer to sign-up, configure and initiate a migration in a matter of minutes with no prior experience.

About BitTitan

BitTitan is the IT change automation expert that delivers end-to-end solutions for migration and onboarding challenges. Unlike competitive solutions, BitTitan removes barriers to change, including complexity, risk, cost and time constraints. With IT change automation, users can be current, have a choice, maintain control and eliminate chaos. Its globally recognized products, MigrationWiz™, UserActivation™ and DataEncryption™, deliver tailored solutions for today’s challenges, such as Office 365 onboarding and email migration. The credible, safe and trusted choice for both direct and partner channels, BitTitan has migrated more than 1 million mailboxes to the cloud in more than 90 countries. For more information, visit www.BitTitan.com.