How CloudFirst Delivered a Seamless Transition to a Hosted System for a Manufacturing Company

Client Overview

A well-established manufacturing company, already leveraging CloudFirst's ezRecovery solution and IBM infrastructure, faced a critical crossroads. With their IBM administrator retiring and their hardware reaching the end of its lifecycle, they needed a forwardthinking, cost-effective solution to ensure business continuity and scalability.

Challenges

The client's primary concerns included:

Impending Loss of Key Expertise: Their IBM administrator was retiring, leaving a knowledge gap that could impact system management and maintenance.

Aging Infrastructure: Their IBM hardware was approaching end-of-life, creating potential risks for performance, security, and supportability.

Cost Sensitivity: While an upgrade was necessary, they were concerned about the financial impact of migrating to a new system.
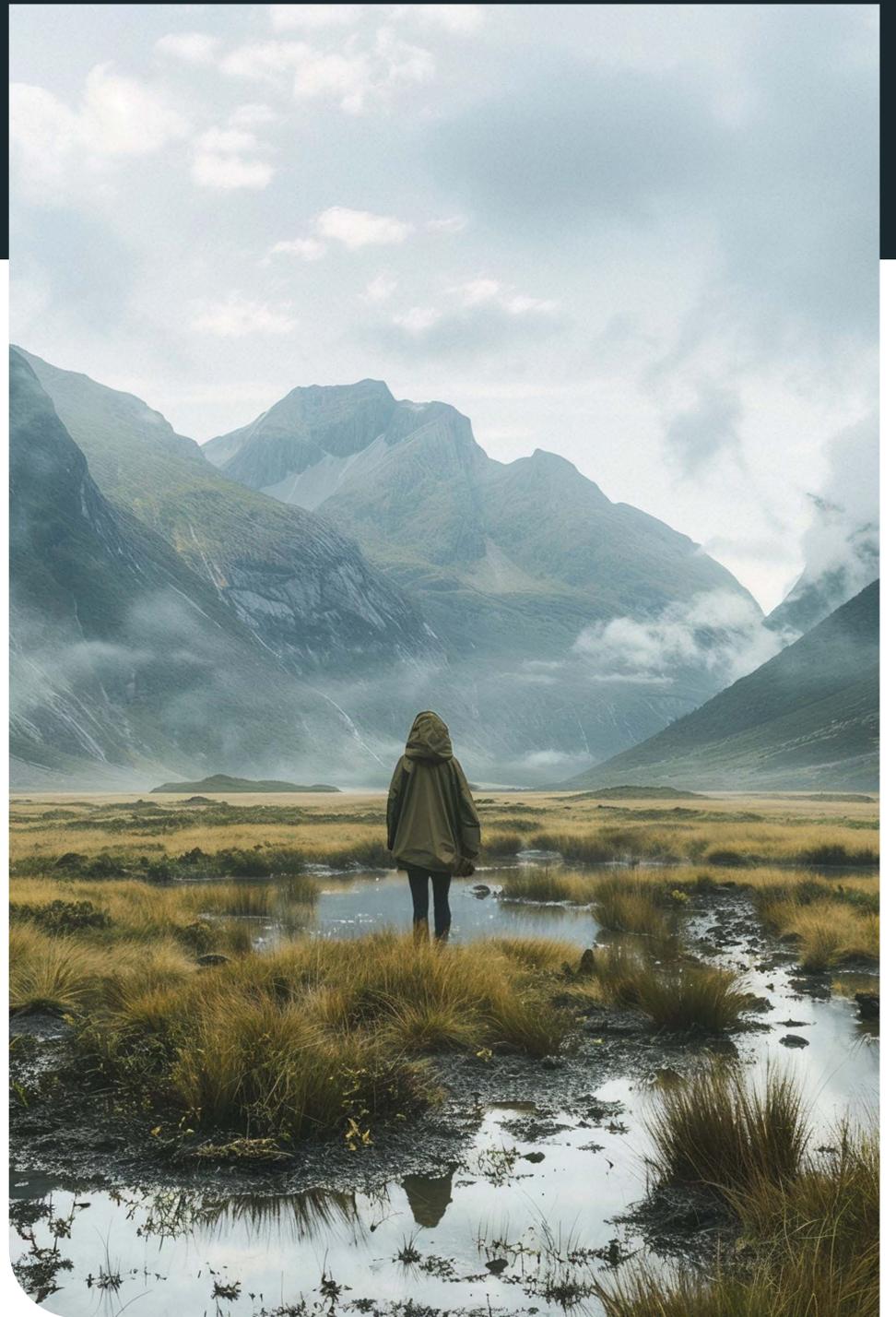
Solution

CloudFirst proposed a move to a hosted environment—providing a managed infrastructure that eliminated the need for on-site expertise while ensuring a seamless transition from aging hardware. This solution delivered:

Impending Loss of Key Expertise: Their IBM administrator was retiring, leaving a knowledge gap that could impact system management and maintenance.

Aging Infrastructure: Their IBM hardware was approaching end-of-life, creating potential risks for performance, security, and supportability.

Cost Sensitivity: While an upgrade was necessary, they were concerned about the financial impact of migrating to a new system.

IMPLEMENTATION & DECISION PROCESS

Through a structured proposal and multiple collaborative discussions with CloudFirst's engineers and key stakeholders, the client gained confidence that a hosted system was the best path forward. The personalized approach, technical expertise, and costefficiency sealed the deal.

Results

Seamless Transition
The move to a hosted system eliminated the need for inhouse IBM expertise while ensuring uninterrupted operations.

Cost-Effective Modernization
The company now benefits from up-to-date infrastructure at a predictable cost.

Future-Proofing Operations
The business is no longer tied to aging hardware, ensuring long-term reliability and flexibility.

By partnering with CloudFirst, the manufacturing company successfully navigated its IT challenges, securing a smarter, more sustainable infrastructure for the future.