



Client Story

# Testing and Electronics Firm Enables Growth and Innovation

When a testing and electronics production company needed help moving workloads to the cloud as well as vacating a business unit from a physical data center, it called on its trusted partnership with Insight. Learn how Insight helped the company build an Azure environment and move from data center to cloud, securely and seamlessly.

The company has met the testing and electronic production supply needs of clients within the automotive, education, medical, aerospace and defense industries for more than 50 years. With an unwavering commitment to quality and customer service, the company has pursued modest growth that has accelerated in recent years with a series of acquisitions.

Insight was first introduced to the client to help it control print functions, costs and equipment across multiple locations with proactive service and supply management through our Managed Print Services offering. This formed the foundation of a trusted partner relationship.

## A fast data center move

In late 2019, the company presented us with an opportunity based on two factors:

- (1) a desire to move more workloads to the cloud to capitalize on its speed and agility; and
- (2) an imminent need to vacate one of the company's business units from a physical data center due to a lease ending.

The Insight team discussed options with the client and determined Microsoft® Azure® to be an ideal migration target for all 17 workloads running in the physical data center. Our technical experts and consultants worked with the company to build the Azure environment and perform a secure and seamless cutover from the data center to the cloud — in less than a month's time.

*This formed the foundation of a trusted partner relationship.*

## Industry:

Testing and electronics products

## The challenge:

The company needed to support cloud initiatives, business growth and acquisitions, and increasing IT needs with the help of a trusted partner.

## The solution:

- Managed Print Services
- Migration services
- Microsoft Azure deployment
- Managed Office 365
- Service Desk for SMBs
- National Repair Center services
- Power BI services

## Services for the device lifecycle

Over time, and throughout the company's recent acquisitions, the client has also worked with Insight to simplify purchasing and deployment of workplace devices.

- Our flexible yet streamlined e-procurement platform makes it easy for the client to find exactly what it needs and move requests through approvals in an orderly fashion.
- Insight's deployment teams tailor to the client's needs for each order, even to exacting specifications for small numbers of units being sent to different locations and business groups.

## Intelligence in action

The client proposed the idea of having Insight build a modern data warehouse in a matter of weeks. From start to finish, the Insight team was able to deliver in fewer than eight weeks.

Our work involved:

- Ingesting multiple data sources with TimeXtender® into an Azure data lake
- Creating a common, sustainable data model to use for holistic reporting
- Generating output for Power BI® reports for visualization

*We've been extremely successful in meeting a wide variety of the client's needs, quickly and creatively.*

## A bright future

Each of Insight's solution areas have demonstrated their capabilities individually and as an integrated answer to the client's top challenges.

From our first call discussing the client's data center move, Insight brought every relevant resource to the table to join in on listening to the client's needs and sharing what Insight's approach would be given the requirements and timeline. By working in a collaborative and client-focused way, we've been extremely successful in meeting a wide variety of the client's needs, quickly and creatively.

Potential upcoming projects together include those around compliance (PCI and NIST), Device as a Service (DaaS), Insight Managed Office and Insight Cloud Care.

## Benefits & outcomes:



Secure  
and reliable  
office systems

Modern  
cloud platform



Advanced data  
analytics models

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TEQ-CS-1.0.09.22