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Wilroff is your partner to do IT.**

Microsoft
GOLD CERTIFIED
Partner

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IN PRACTICE

DEVICE

Moving to the cloud: when, not if

Device is a computer equipment technical services provider based in Haarlem, the Netherlands. It helps organisations manage their IT assets, including the storage, logistics, transport and migration of hardware and software. Device also has offices in Poland and the Czech Republic.

Device was looking for a new solution for its message traffic. The company wanted its employees to be able to communicate with each other better. Jeroen van der Toorn, Device chief executive, explains: "We wanted anytime, anywhere access to e-mail and a system that is quick and easy to set up and easy to transfer files – all sorts of tools to increase productivity."

In addition, the company wanted a complete online solution that fits well with the way it works. "Many employees are on the road or work from home, and we wanted them to be able to work remotely just as easily as when they are in the office," adds van der Toorn. "On top of that, we also have offices in Poland and the Czech Republic and the people there need the same access. A central, online solution was needed."

The old IT environment could no longer provide the necessary capabilities. "We worked with

a small freeware mail server to which we added additional features such as Web mail. It worked, but managing that environment was too complex," says van der Toorn. "We were unable to use it as a basis for the new collaboration and communication capabilities we were looking for."

It was Microsoft Gold Partner Wilroff Systemhouse that came up with a solution: Microsoft Business Productivity Online Suite (BPOS) in the cloud, and Office Communicator. Wilroff's sales and marketing supervisor, Erin Bouwen says: "With BPOS, Device can easily add new users, has no administrative tools, and pays a fixed, low amount per month."

Wilroff migrated all mailboxes of the 35 users at Device to BPOS within two business days. Staff now access their mail through BPOS and have Office Communicator available, which enables them with a touch of a button, to send an e-mail, chat, and reach colleagues.

"We now have good functionality, but it's up to each individual user whether and how they use it," says van der Toorn. "We wanted to provide, above all, the potential for more direct communication."

Device doesn't need to buy

new licenses and solutions. "New features are automatically added and we can immediately use them. It's a good way to always have the latest technology," says van der Toorn. Device expects to move more and more solutions to the cloud. "Our central database is already in the cloud, our enterprise resource planning system is moving to the cloud, so it makes sense to bring our e-mail to the cloud," he adds. "The cloud suits us."

Bouwen predicts a great future for cloud solutions, especially in small and medium-sized enterprises. "It's not a question of if companies will move to the cloud, but when," she says. "Even for organisations that are not ready for a whole culture change, BPOS is a very simple and economical solution."

Device

Solution: Online communications

Benefits: Low and predictable costs, new features for collaboration and communication, no management and maintenance problems, access to latest technology

Technologies: Microsoft Business Productivity Online Suite

Partner: Wilroff Systemhouse