

CASE STUDY



CUSTOMER PROFILE:
ARLINGTON AUTOMOTIVE

INDUSTRY NAME: AUTOMOTIVE

PRODUCT NAME: MICROSOFT OFFICE 365 (BUSINESS PREMIUM)

Customer profile: **Arlington Automotive**

Arlington Automotive is a tier one supplier into the automotive industry, providing customers with a complete supply chain solution, and provider to many of the major OEMs (original equipment manufacturer).

Headquartered in Coventry, the business also has centres in Birmingham, Derby, and County Durham. With 350 employees based across the four sites, the majority are located in County Durham, 90 are in Coventry, 60 in Birmingham and 30 in Derby.

The opportunity

To meet the needs of Arlington's long-term vision of group structure and that of corporate growth based on acquisition, and in recognition of the need for a common platform this policy requires, company strategy is to move to cloud-based solutions.

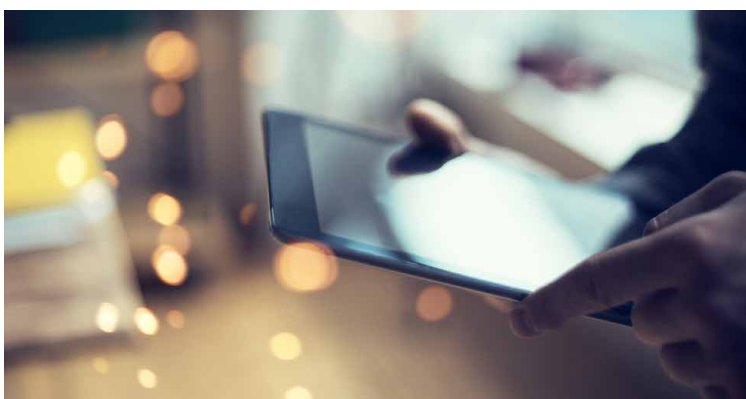
The main aims for the move to Microsoft Office 365 Business Premium were defined as to:

- move 138 mailboxes from Cobweb's hosted exchange to Office 365, via a co-existence migration
- establish an email entity independent of the company structure (organised for separate entities)
- facilitate a building-block approach to implementing technology across the company (Arlington will be moving CRM and HR to the cloud in due course)
- and having been in a three-year agreement with their email provider, Arlington wanted flexibility.

Arlington began looking at Office 365 as a potential email service due to the solution's additional document management capabilities, to be able to meet the company's requirement to scan to mailboxes.

Bill Penfold, Arlington Group IT Manager:
 "I had no direct experience of Office 365. I realised that the move would mean lower costs, and the idea of having licensing and mailboxes wrapped together was particularly attractive. But, it was still an unknown quantity.

"Arlington has been with Cobweb for four years, and my relationship with Cobweb dates back to 2006. Going with Cobweb put me at ease. With Cobweb's reputation, we were naturally drawn to looking at upgrading with them."





Office 365

Microsoft Office 365 is a cloud-based software suite that combines the familiar features – Word, Excel, PowerPoint and Outlook, for example – with the next generation of productivity-based services, such as Teams, Planner, SharePoint, and Yammer, to boost collaboration and communication.

Scalable to business need, flexible to be expanded to match ongoing requirements, Office 365 also has built-in industry-leading security, compliance and privacy controls, and world-class support for worry-free migration and ongoing assistance.

Arlington's story

Arlington selected a quiet period for the transition, and report on a “a very elegant, granular migration,” with this smooth migration made possible due to the pre-requisite work carried out by Cobweb.

Arlington also feeds back on an extremely positive support experience following migration, mainly involving admin portal queries dealt with by Cobweb's helpdesk.

Bill Penfold: “The migration stacked up extremely well against previous migrations, and it has been a nice learning curve since.”

Benefits

Three months in, and Arlington report that Office 365 is “really starting to prove itself”.

Corporate growth strategy is supported by the provision of group mailboxes on one platform, regardless of location, and reporting is enhanced.

Arlington has the ability to flex up and down through the control panel, and has already added additional licences since migration, and are building licence types.

When Arlington reach the 300-user limit for Office 365 Business Premium, they will move additional users (acquired through corporate growth) to other Business plans/Enterprise, and welcome the flexibility to mix and match the SKU types.

Costs are lower, and the company is excited about the opportunities.

Bill Penfold: “Cloud is easy to visualise when discussing plans. The concepts are easy for people to understand.

“Cloud is the way to go – as increasingly recognised across the company. The general consensus now is that cloud is a trusted environment.”

Next Steps at Arlington

The migration during the summer focused on Exchange and Office.

Arlington is waiting to report back on the benefits of using Skype for Business and SharePoint, once they have had a chance to experience these feature to their full extent. With regards to SharePoint, corporate policy is to utilise this significantly, and the company will be using Skype in particular for messaging.

Arlington is also investigating the potential of implementing Power BI.

Bill Penfold: "This has been a great investment. The whole experience has given us the confidence to continue moving forward with Cobweb, moving more and more into the cloud.

"We will definitely be expanding our cloud-based footprint with Cobweb."



For more information about Office 365

For more information about Microsoft Office 365, visit the Cobweb website, or contact any of the Cobweb Team:

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About Cobweb

Founded in 1996, Cobweb has been a cloud company since 'the cloud' began. Our cloud services and solutions have liberated businesses across market and industry, removing the restrictions of on-premise IT, and providing market-leading communication tools and services, affordably and maintenance-free, backed up by 24*7 UK support.



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