Citrix-on-Azure win with Edmund Carr

APPROACH

Customer Situation

Customer: Edmund Carr
Industry: Finance

- Edmund Carr is a Chartered Accountants firm providing business and finance consultancy.
- Following a smooth migration to Office 365 Edmund Carr wanted to move the rest of their applications/infra into the cloud.
- Pain points: Too much time was being spent managing IT. Needed to take mobile working beyond Office 365.

Partner Solution & Microsoft Technology

- Cloud Direct migrated then optimized Edmund Carr's DC in Microsoft Azure.
- A partnership between Cloud Direct, Microsoft and Citrix meant their core business applications are hosted in the cloud and available to staff anywhere, anytime via Citrix in Azure.
- Back-up and Disaster Recovery is also provided through Azure Recovery Services.
- Cloud Direct provide on-going support and management of their service.

IMPACT

Key Drivers

- They had previously been victims of a cyber attack and wanted to ensure security for key business services
- Their servers were approaching end-of-life and they wanted to move to public cloud rather than invest but had no experience of managing this 'new world'
- They wanted staff to be able to access company data and key applications away from the office when visiting customers.

Value Provided, Outcomes

- Saved over £20,000 of upfront investment on server modernization.
- Citrix in Azure is the final piece in the puzzle for their remote working policy.
- "We knew Microsoft could give us the security levels we require, and that we could leave the brunt of the IT work to Cloud Direct, letting us get on with servicing our clients."
- Significant savings achieved through a combination of no in-house servers, support and back-up along with hardware being replaced by lower-cost devices that just need internet connection to access apps in the cloud on Citrix.

Win Insights

- This is a great example of how a combination of business drivers can be tackled with a move to Azure. Enabling remote working with Citrix in Azure has been complimented by increased security, DR and back-up in the cloud and savings on hosting and hardware. A real win-win story.

Lessons Learned

- Being able to offer multiple Azure services increases the value we can provide to the customer and their overall spend in Azure.
- Leveraging 3rd Party IP (Citrix Smart Scale) to offer dynamic scaling environments