



# Microsoft Case Studies

# A Glance at Core BTS

Gold

Microsoft  
Partner



25M+

Users Migrated

10K+

Workloads Migrated

3000+

Clients Served

3300+

Projects Completed

## ABOUT US

- Founded in 2000
- HQ in Los Angeles, Washington D.C.
- One of Microsoft's 1<sup>st</sup> Partners for Office 365
- One of Microsoft's 1<sup>st</sup> Cloud Accelerate Partners worldwide
- Microsoft National Solutions Provider
- One of Microsoft's 1<sup>st</sup> Cloud Solutions Providers

## OUR SOLUTIONS & EXPERTISE

- Business Applications
- Apps & Infrastructure
- Modern Workplace
- Data & AI

## PRODUCTS

- Microsoft 365
- Office 365
- Azure
- Skype for Business + Teams
- Dynamics 365
- EMS
- SharePoint Online
- Power BI

Microsoft  
Partner



2018 Partner of the Year Winner  
Intelligent Communications Award

Microsoft  
Partner



2018 MSUS Partner Award Winner  
Apps and Infrastructure - App Innovation

Microsoft Health  
Innovation Awards 2017  
WINNER

Microsoft Partner of the Year  
2016 Finalist  
Cloud Productivity Award

Microsoft Partner of the Year  
2015 Winner  
Cloud Packaged Solutions

# Core Services

Full service consultancy applying expertise and experience through your organization

## Technical Consulting

- MODERNIZATION
- DATA
- INFRASTRUCTURE
- DATA MANAGEMENT & ANALYTICS
- PORTALS
- PRODUCTIVITY
- INTELLIGENT COMMUNICATIONS
- MANAGED SERVICES

## Business Consulting

- ASSESSMENT
- BUSINESS ALIGNMENT
- VALUE ENVISIONING
- CHANGE MANAGEMENT
- DELIVERY LEADERSHIP

# How We Help Customers

We leverage a strategic view of their business to improve...



Customer Engagement



Employee Engagement and Collaboration



Data Analysis and Management



Modern Infrastructure



## PROBLEM

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Signant Health's data infrastructure was a hybrid of Amazon Web Services and 500 on-premise VMs running on multiple legacy versions of VMware.

Further, they were reliant on outdated legacy tech; their dependence on Windows Server 2000 and 2003 that were no longer supported. The use of outdated technology also raised serious security and compliance concerns that needed to be addressed.

## SOLUTION

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Core BTS worked with Signant Health, formerly Bracket Global, stakeholders, through multiple consultations and workshops, the cost savings in moving their infrastructure to Azure. Moving to Azure would also resolve key security concerns.

Core began by updating Signant's servers with more modern versions of Windows Server and SQL Server ensuring compatibility with Azure. Azure Site Recovery not only to perform the migration, but to also protect data during the migration

## RESULTS

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Signant is seeing a reduction in support times, freeing up manpower and budgetary resources to focus on larger department priorities. This primarily comes through automation of audits and security alerts now that the team doesn't rely on manual processes.



## PROBLEM

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Eastdil Secured is a Business Unit that is divesting away from Wells Fargo. They have a very large custom application footprint that they will need to migrate to the cloud. As of right now, they do not have access to the infrastructure due to the terms they have with the parent company so it will be a complex project to rebuild their applications in Azure.

## SOLUTION

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Cornerstone utilized Core BTS consulting services for the migration to Azure as well as the Azure CSP resale partner so they can leverage our US based helpdesk team for support if/when questions come up.

## RESULTS

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Eastdil is taking the journey to cloud with the support of Core BTS to optimize their business operations. Given they didn't have access to their infrastructure, Core BTS is helping them navigate through those challenges.



## PROBLEM

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Meridian Link was facing challenges with expanding their infrastructure globally beyond their 2 locations and legacy data center applications. With an outdated system and many unknown elements, Meridian Link needed a partner to help them with their digital transformation.

## SOLUTION

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Meridian had 5 proprietary home-grown applications and needed support to migrate to the cloud. They tapped into the expertise from Core BTS to move all their applications from a primary DR data center to Microsoft Azure – starting with a discovery to completing a full data and application migration.

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Core will work on finalizing their migration of their data and applications to Azure. As part of the next phase, Core will help the customer to eliminate the data center foot print completely at the 2 locations. The overall Azure consumption is estimated at approximately \$125,000/ Month.