

Solution Case Study



CLIENT: AUGUSTA HEALTH

SOLUTION: MICROSOFT 365 VALUE CALCULATOR

CHALLENGES

- Large mix of different vendor solutions creating confusion and high overhead.
- Overlap of solutions accomplishing the same task.
- Outdated or end-of-life products still in production.
- Strong focus on real-time collaboration without the solutions to get there.
- Currently going through true-up renewal of their Microsoft EA.

SOLUTIONS

- SyCom advised path to secure the most cost-effective and comprehensive licensure during EA renewal with a complimentary offering of the Microsoft 365 Value Calculator.
- Microsoft 365 Licensing Packages contain products that can match other vendor solutions at a much lower premium.
- Business justification to get rid of some overlapping products based off price and function alone.
- Able to identify and provide replacements to end-of-life solutions (Ex: Teams replacing Skype for Business).
- Microsoft Teams becomes the central hub for meetings and collaboration. Integrates with their Sharepoint presence. Yammer provides same role as Facebook Workplace without a premium.

BUSINESS RESULTS

- Savings on IT overhead and solutions.
- Ease of access and collaboration.
- Confidence in IT solutions and Microsoft stacks.



BUSINESS BACKGROUND

- Formed in 1994
- Medical Center capacity of 255 beds
- A 230 acre campus located in Virginia's Shenandoah Valley
- Approximately 2100 employees
- U.S. News rankings for Best Regional Hospital and High Performing in three procedures
- As the sole community provider in Augusta County, Augusta Health holds the majority of market share position for most services

