ANF Architects partners with Advance2000's Cloud and Phone solutions to save thousands of dollars on new technology.

"We were at the point in our business to either purchase new equipment for growing technology requirements or go to the cloud. Advance2000 developed a cloud and hosted phone solution that is meeting our requirements."

Joe Wieronski, Partner at ANF Architects

Challenges

ANF Architects' leadership had to make a major decision as to whether to invest thousands of dollars into new technology or go to the cloud. This solution would have to permit employees to work from any location and provide local disaster recovery. Also, solving this challenge would permit their IT/Architect employees to refocus their time on revenue generating projects.

Solution

Advance2000's Cloud Computing and Hosted Phone solutions give ANF Architects an environment that is secure and accessible. It can be accessed from any device, anywhere, any time.

Results

- By moving their IT requirements to the cloud, a technology refresh was not required

- The solution provided flexibility, employees can work from any location

- Solutions provided disaster recovery, their firm can be up and running after a local disaster within a few days versus weeks

- Saved $10K first year in costs, goal is to save much more in the coming years.

Company:

ANF Architects is located in Memphis, TN with 24 employees. They provide architecture, planning and interior design services for clients around the world since 1975. They were named by Architectural Record Magazine as one of the top managed firms in America.

Business Challenges:

A few years ago, they were faced with a financially challenging situation. Should they upgrade all of the computers/phones/technology or move their IT requirements to the cloud? They needed to meet their clients' growing technology requirement while keeping their capital investment low. As expected, we also had a concern for data backup.

The Solution:

The process of making a decision first, and finding a solution was tough for ANF Architecture. According to Mr. Joe Wieronski, Partner at ANF Architects, they were looking for a cloud solution for a few years. Their computers and phone system were on their last leg, so they had a choice of either purchasing new IT equipment or convincing employees to move to the cloud.

Advance2000 was recommended by a trusted consultant of ANF Architects. Leadership reviewed the product information and worked with Will Leger, Advance2000's Sr. Cloud Sales Consultant, to develop the best solution.

Why Advance2000?

According to Mr. Wieronski, ANF Architects selected Advance2000 for the following reasons:

- They explored other options and felt most comfortable with Advance2000 because of our architectural client base.

- During the trial period, the environment worked and ANF Architects discovered the flexibility of the solution.

- Personal relationship/customer intimacy. During set-up, it was determined that a high-end switch needed to be installed at ANF Architects to speed up the connection. Advance2000 technicians troubleshot the problem and resolved it.

- Advance2000 proved they have a redundant backup plan, much better than ANF's old system

"Don't be afraid of the cloud, it's a good solution".

Joe Wieronski, ANF Architects,
Business Partner

One of ANF Architects' projects: 775 Ridge Lake Boulevard.
Photo from www.anfa.com

The Solution Continued:

The Sr. Cloud Sales Consultant presented a cloud and phone solution that met ANF Architects' requirements. A demo environment was created so that the architects could test drive the environment and become more familiar with using cloud technology. Once they started using this technology, typical IT issues were reduced drastically, increasing employee productivity. Also, IT staff was reallocated to revenue generating work.

Advance2000 provided to ANF Architects:

- 28 Cloud desktops

- 35 VoIP phones, with PBX hosted in Advance2000's data center

- 30 MB private dedicated fiber from their office to Advance2000's data center

- Dedicated Exchange Server

- File Server/Domain Controller

- Archive Server

- 13+ thin clients used to access cloud desktops

- 24/7/365 intimate customer service

The Future:

ANF Architects moved to the cloud because of the cost benefits and the decision continues to pay off. According to Mr. Wieronski, the firm is reallocating some of their IT staff to billable projects which is making the firm more financially productive.

With ANF Architects seeing the benefits of cloud computing, their next goal is to get consultants working with them in the cloud on projects. This change will eliminate the need to use a file sharing process which is cumbersome and not in real-time. Advance2000 will be there to create solutions and support ANF Architects' ever changing business requirements.

Advance2000
Your productivity. Optimized.