

# Betach Solutions accelerates onboarding to Office 365 for large customer and drives higher services profitability

## OVERVIEW



An IT and IS consulting firm based in Calgary, Betach Solutions selected BitTitan products to help its client, Associated Engineering,

migrate from a legacy 2007 Exchange environment to Exchange Online with Office 365. Betach succeeded in the migration using BitTitan MigrationWiz and DeploymentPro, allowing the company to migrate with more ease and speed than ever before.

## CHALLENGE

Betach determined Associated Engineering's legacy 2007 Exchange environment cost significant money to operate due to hosting expenses and infrastructure management. The client lacked flexibility and the administrative and operational capabilities to manage their own system. Betach first outlined a strategy for moving to an updated solution intended to streamline the client's current and future projects. As the project unfolded, Betach found that the configuration would require additional tools to assure a smooth migration.

Associated Engineering had about 1,000 mailboxes at this time, and the Hybrid Migration model that allows moving batches of users was unavailable. Betach needed to use a different methodology to extract and migrate the data. Betach selected BitTitan to facilitate the migration, in part for the reputation of its flagship product, MigrationWiz, and in part because it would allow the migration to take place entirely through a web portal. The use of BitTitan products allowed Betach to avoid the need to install software or make arrangements to come into its client's workplace to complete the migration.

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**Lawrence Gordey**  
Betach Solutions Inc.

- Migration speed to Office 365 enabled project completion ahead of schedule
- Delighted end-users with seamless experience and zero downtime
- Web-based approach reduced onsite time and drove high profitability

## SOLUTION

To mitigate the challenges of moving from a hosted solution, the team used BitTitan MigrationWiz and DeploymentPro to simplify the migration and automatically configure Outlook.

By leveraging the largest global migration infrastructure in the world, MigrationWiz completed the migration faster and cut costs. For Associated Engineering's Outlook configuration, Betach's use of DeploymentPro eliminated the need to visit every desktop physically and allowed Betach to do remote sessions with its client's employees.

"At Betach, we've come to rely on BitTitan's automated migration technology, and it was the right choice for migrating Associated Engineering to Office 365," said Lawrence Gordey, president of Betach Solutions Inc. "BitTitan offered the only cost-effective option to provide the speed and ease we needed for the project."

With the help of BitTitan, Betach succeeded in helping Associated Engineering achieve significant savings in long-term hosting costs by moving to Exchange Online with Office 365, as well as giving the client greater control of their mailbox data and processes from a risk and compliance perspective, thanks to Office 365 and their newly implemented ADFS. With the migration accomplished through Betach and using BitTitan products, Associated Engineering has realized substantial improvements in user productivity and performance with the modernized email service and rich collaborative features in Office 365.

BitTitan is the cloud services enablement leader, delivering solutions that help partners sell, onboard, and service cloud technology. BitTitan's solutions are cloud-based and save time, money and resources without sacrificing security. Partners have used BitTitan's globally recognized products, including MigrationWiz®, to help more than 75,000 global customers transition millions of employees seamlessly to the cloud. For more information, visit [www.BitTitan.com](http://www.BitTitan.com).

