SOLUTIONS & SUCCESS
The Inside Story

In The Cloud Or Down The Hall? Baroan Technologies Helps Local Firm Make A Strategic Decision

This medical wholesale distributor had to choose between upgrading their local infrastructure or outsourcing to the cloud. Baroan Technologies helped them determine which was the most cost-effective and beneficial option for their specific needs.

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Have you hesitated to invest in cloud solutions?

It's understandable. If you've been using on-premise infrastructure and solutions for as long as you've been in business, then you may not be eager to make a change. That said, you're likely missing out on a number of key advantages offered by cloud-based systems.

How can you tell which is right for you?

Do what this wholesale medical distributor did and enlist Baroan Technologies' expertise.

This Client Needed To Make A Decision…

This was the situation a current client of ours was in when we started working with them. They had been referred to us by an ERP vendor.

The client needed to upgrade their ERP systems, which meant upgrading their local infrastructure as well. They weren't sure whether it would be wiser to replace their onsite servers and hardware or outsource to the cloud.

That's where we came in…

Weighing Their Options: Local or Cloud?

In order to help them make the most informed decision possible, the Baroan Technologies team performed a cost comparison of the two options:

- **Onsite Infrastructure Upgrade:** Local hardware is far more expensive upfront, and would need to be replaced in 3-5 years. This arrangement would require the client to purchase licenses and hardware, and pay for installation and management services.

- **Cloud-Based Infrastructure:** While the startup costs are not nearly as high, the month-to-month maintenance and labor expenses are greater. This arrangement also requires a much more robust Internet connection to ensure cloud resources can be reached.

The fact is that, in reviewing both options over the course of a 3-5 year runway, the costs become roughly equal. The real difference is in what the cloud has to offer…

Baroan Technologies Introduced This Client To Microsoft Azure

Azure is Microsoft's enterprise-grade cloud computing platform—you and your team can rely on this solution to help you cut costs by hosting off-site, as well as benefit from a totally scalable configuration that fits your needs.

This premier service offers a range of benefits:

- **Outsource Your Infrastructure**
  Stay focused on the parts of your business that really need your attention. You don't have to babysit your servers any longer—take the resources previously devoted to service maintenance and apply them where they can have the greatest effect. When it comes to Azure, "serverless" is really that—you can speed up your time to market thanks to decreased infrastructure and operating costs.

- **Boost Your Productivity**
  Beyond the managed services, Azure has a range of further tools to help your team do what they do even better. This comprehensive set of development, deployment, and management tools includes local development and debugging via Visual Studio or the Azure CLI, continuous deployment with Azure DevOps tools, and live monitoring thanks to Application Insights.

- **Access and Deploy Solutions**
  No matter when you need them, Azure offers easy access to the solutions you use. Whether you're on-premises, working in a hybrid environment like Azure Stack, on IoT Edge devices, or in other clouds, you can access functions as need be.

- **Maintain Data Security.**
  Microsoft Azure data is stored in data centers that offer an industry-leading combination of physical and logical safeguards, from high perimeter fencing and 24/7 surveillance to multi-factor biometric locks.

The fact is that, with Azure, this client will benefit from speed, scalability and lower operating costs—plus the burden of management is basically alleviated. Moving to the cloud eliminates the need for expensive onsite equipment completely.

How Baroan Technologies Helped This Client Make The Right Call

In the end, the client opted to go with Microsoft Azure. We helped them review their options, understand the benefits, and seamlessly move to Microsoft Azure

Our team migrated their ERP solution, upgraded it to the newest version, and got the client set up with Azure, as well as SharePoint and OneDrive for secure file-sharing capabilities. Their team can now work remotely during the pandemic, performing all the same functions they could only do in the office before

Do you need help determining whether the cloud is right for you? Get in touch with our team to get started today.

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