



# MIGRATING SERVERS TO THE CLOUD

## Helping a Non-Profit Run Lean + Remain Mission Centric



### Customer Challenge + ConvergeOne Response

Guiding Eyes for the Blind is a 501(c)(3) non-profit organization that provides trained dogs to people who are blind or visually impaired. When the organization was preparing to expand into a new building in Patterson, New York, it engaged ConvergeOne to install eight (8) new Cisco wireless access points and WLAN controllers. The relationship between the two companies quickly evolved after the successful wireless deployment, as Guiding Eyes was looking for a new managed services provider to handle all of its servers.



Bill Ma, the organization's Director of IT, is responsible for handling the organization's technology needs, including networking, security, workstations, and access controls. As with most non-profit organizations, all donor dollars go toward furthering the mission, with IT taking on more of a support role. This dynamic demands a creative and efficient approach to IT spending.

As Bill evaluated how Guiding Eyes should go about upgrading its aging and increasingly unreliable servers, he followed ConvergeOne's recommendations to incrementally migrate them to the cloud instead of rebuilding an on-premises infrastructure. A cost-benefit-analysis determined that this option would save the organization nearly \$500 a month in on-premises infrastructure and off-site backup and storage costs. As Guiding Eyes prepared to move to the cloud, Bill's main concern hinged on whether end-users would experience any lag-time or performance impact.





## Results

The organization moved six servers into the cloud and the full migration to Amazon Web Services (AWS) was complete in less than four weeks. “I was impressed with the speed at which we were able to get up and running on AWS. It all went so smoothly,” noted Bill. “Everything just works. There aren’t any repetitive issues to deal with anymore. Everything is stable now.”

“Cloud is really the place to be,” he continued. “From an IT perspective, you don’t have to be making trips down to the server room worried about whether the air conditioners are working properly, or if the server hardware is failing.”

Bill also noted that employees have not experienced any performance issues since the migration. “There have been times when we’ve had to switch over instances from local to AWS, and no one has noticed a difference. That speaks for itself,” he said.

The efficiencies and cost-savings that the migration has afforded Guiding Eyes have been a game-changer. “From a physical server standpoint, I could buy one server for the price of four instances running in AWS,” says Bill. “Even more than cost savings though, I don’t have to wonder, ‘is the server going to crash?’ That actually means more to me than the actual dollars do. The cost savings are just a huge bonus.”

Moving to the cloud has freed up Bill to be more strategic with less time spent on troubleshooting infrastructure issues. AWS is helping non-profit organizations pave the way for innovation by freeing them up to be fast, agile, and efficient, focusing only on what they use and scaling up or down as needed. ConvergeOne holds Advanced Tier Consulting status in the AWS Partner network.

“ConvergeOne has always treated us like we’re their number one client, and as a nonprofit organization, that isn’t always the case with other providers. Every project I have ever done with ConvergeOne has gone smoothly, which is rare in IT land. ConvergeOne always has time for me and that’s why I keep coming back. I know I’m going to be treated right,” said Bill.



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