

# Accellis Delivers Complex Azure Migration Using IaaS Migration Services



## The company

Accellis Technology Group has provided managed IT services, cybersecurity and consulting to organizations with high technical reliance since 2001. The company serves SMBs in industries such as legal, financial, nonprofit, manufacturing and retail, and has a solid customer base and increasing international growth.

## The challenge

Accellis was facing its most complex Azure migration yet; it needed a partner skilled in high-level migrations with multiple, multi-tier dependencies.

This project was for a manufacturing customer and was no easy task. It involved multiple lines of business applications, 20 servers to migrate—all Windows 2008 Server 2008 models facing end-of-life support—and more than 7TB of data. In addition, the customer's IT team had recently been significantly reduced, and there was little institutional knowledge and documentation of its current infrastructure setup that remained.

Given that Cleveland had an extremely low unemployment rate at the time and the area's engineers were in very high demand, Accellis needed a partner it could count on to fill the gaps and help the company meet the demands of a particularly complicated migration.



**Location**  
Cleveland, Ohio

**Industry**  
Information Technology and Services

**Employees**  
40

**Founded**  
2001

**Website**  
[Accellis.com](https://www.accellis.com)

“The question is: How do you get the skills and the capacity without rocking the boat too much with respect to how you have to price things to remain competitive?”



**Michael O'Neill**

► *Director of Sales and Marketing, Accellis*

## The solution

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Accellis had already been procuring hardware through Ingram Micro, so selecting Ingram Micro Cloud as its cloud services provider was an organic extension of its existing relationship.

Michael O'Neill, director of sales and marketing at Accellis noted that Ingram Micro Cloud's technical expertise, responsiveness and training programs were also driving factors in the decision to work with the company.

Accellis chose to leverage Ingram Micro Cloud's IaaS Migration Services, which included Discovery and Assessment, Architecture and Design, and Migration services.

O'Neill shared that Ingram Micro Cloud's Microsoft and Azure resources are extremely valuable to Accellis and that Ingram Micro Cloud's engineers helped to raise precision and science to an art form.

## The results

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By working with Ingram Micro Cloud, Accellis was able to successfully complete the Azure migration project and overcome the technical challenges. In addition, the company:

-  **Met their target margin rate for an Azure migration for the first time**
-  **Received high-touch and timely engagements with Azure technical experts from Ingram Micro Cloud**
-  **Increased customer lifetime value through a successful Azure migration**
-  **Gained expert project management support to ensure the migration was executed efficiently**



“Ingram Micro Cloud provided engineers that just knew this stuff. This was not a cookie-cutter migration.”

**Michael O'Neill**

► *Director of Sales and Marketing, Accellis*