



CASE STUDY

Secured Retail Networks expands cloud services with Ingram Micro Cloud



INDUSTRY

Information Technology and Services

LOCATION

Foothill Ranch, California

EMPLOYEES

22

Secured Retail Networks (SRN) is a leading provider of technology, consulting and solution integration, specializing in security and managed network services. Its team of experienced technology professionals designs, manages and supports networks for some of the world's largest and most recognizable retail, restaurant and hospitality brands.

Over the past decade, SRN has developed a deep portfolio of IT services to offer its retail-based customers solid network security and proactive managed services at a lower cost than its competitors.

Looking for growth with cloud

SRN constantly strives to add complimentary technologies to its service offerings.

"But it can be challenging to find specialized IT staff for certain technologies like cloud computing and storage," said Preston Strait, Vice President of Engineering at Secure Retail Networks.

SRN knew that it was imperative to add cloud engineering to their service mix but found the cost of adding a team of in-house cloud specialists prohibitive.

Finding the right partner

SRN was looking for a partner that could help them with a large cloud migration project. They decided to turn to Ingram Micro Cloud to help migrate a customer to Microsoft Azure.

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Preston Strait
Vice President of Engineering

“We wanted to leverage the experience and value that Ingram Micro could bring to the table,” Strait said. “I have a good, longstanding relationship with Ingram, and the story was compelling and met all of our needs.”

SRN purchased Ingram Micro Cloud’s Discovery and Assessment and Migration services from the IaaS Migration Services portfolio. These two services gave SRN the ability to develop both a sales plan and a migration model to move its customer’s existing environment to Azure.

“Discover and Assessment gave us the data and the knowledge we needed to comfortably create a proposal for hosting those services in a new environment and accurately gauge the spend that would be required,” Strait said.

The migration itself went smoothly and faster than expected, with easy engagement and flexibility from Ingram Micro Cloud’s migration team.

“We were pushed into an accelerated timeline by our customer’s needs due to some upgrades that they were performing on their environment,” Strait explained, adding that Ingram Micro Cloud was able to move the migration up a week and a half earlier to meet the customer’s needs.

A successful expansion into the cloud market

Now with Ingram’s Migration Services, SRN feels it has a stronger competitive advantage.

“The ability for us to come to market with a seasoned team that knows how to accurately assess and migrate an environment, augmenting our own abilities, is extremely useful,” Strait said. “Beyond the actual services provided, the account management team from Ingram has been invaluable in discovering cloud programs that are available. They have helped us to navigate those programs and successfully enter the cloud services market.”

Strait added that he was pleasantly surprised at the willingness of the Ingram Micro Cloud team to share and impart knowledge with his engineers to help them accomplish some of these tasks on their own.

“We had evaluated doing this on our own, and I can honestly say that after engaging with the Ingram team, I’m very happy that we decided to go that route instead,” Strait said. “We learned a lot through the experience.”

The company plans to continue leveraging Ingram Micro Cloud’s IaaS team to help facilitate future migrations.

“It’s nice to know we have the ability to rely on Ingram Micro IaaS team to help us out and lend a hand when needed,” Strait said.