



Case Study

Food manufacturing company gets a taste of managed cloud solutions

Client

A food manufacturing company

A large food manufacturer, known for baking delicious, top-quality, cookies and snacks, recently moved its head office. Over the past 125 years, the company has built a legacy rich in innovative, high-quality products that meet the changing needs of customers. As part of their move, the client was originally thinking they would move to a new colocation data center environment they would manage remotely, on their own.

Challenge	OnX Canada solution	Results
<ul style="list-style-type: none"> The client wanted a top-tier, high availability, colocation data center environment that would be self-managed remotely. They knew that there were benefits to looking at a cloud-based solution but were unsure on how to get there. 	<ul style="list-style-type: none"> OnX Canada provided an alternative bid—a fully managed option—that demonstrated the value and power of the cloud, as well as a secondary site for managed disaster recovery. The solution addressed a missing security patch management program that was exposing the business to vulnerabilities. 	<ul style="list-style-type: none"> The client now has a fully managed dual cloud-based solution to protect their IT environment from downtime and threats. Internal IT resources are now able to focus on strategic initiatives moving forward. The client can avoid large capital deployments for data center infrastructure and leverage the power of the OnX cloud.

Challenge

The company is led by an owner who conservatively approaches significant business changes, especially when concerning operations. However, the organization's CFO is very progressive and believes in an outward-facing IT organisation.

To reach a mutual decision, the client performed a comparative cost analysis on building a new data center versus leveraging a third-party managed services provider and decided the latter option was more cost efficient.

OnX Canada solution

The OnX sales and solution architects were called upon to design a colocation solution to meet the client's request. However, our team's instincts and insights led us to submit a fully managed "wildcard" bid in tandem. We felt the CFO would appreciate a second option, even if the company did not ask for alternate proposals.

The alternative bid—a fully managed option—demonstrated the value and power of the OnX cloud, as well as the enhanced security benefit of having a managed disaster recovery secondary site.

The solution addressed a common theme we see over and over: a missing security patch management program could put a business at risk of exposure to vulnerabilities.

Results

OnX delivered a creative solution that the food manufacturer didn't even know they needed. The client now has a multi-site cloud solution that protects their IT environment from downtime and security threats. The solutions provided by OnX freed up their internal IT resources so that they could focus on strategic initiatives moving forward while improving security and reducing costs.

The client can avoid large capital deployments for data center infrastructure and leverage the power of the OnX cloud.