Case Study

Liquid Handling Company Achieves Simultaneous AWS Migration and Network Refresh

The client

The client is a leading provider of temporary, full-service liquid handling solutions, with projects encompassing flood relief, irrigation rentals, temporary liquid storage, and more. The company has been in business for more than 80 years, serving the U.S. and Canada with dozens of branches across both countries.

The challenge: Update inefficient, insecure legacy network architecture and migrate all servers to AWS

Established decades ago to serve the agriculture industry, the client's locations have grown in both number and scope of responsibility. Now with close to 100 branches — including several very remote locations relying on DSL, cellular, and dial-up for connectivity — the client's legacy servers utilized Multiprotocol Label Switching (MPLS) for data access. Their network had become so complex and cumbersome that the company could not keep a network engineer on staff, further adding to the problem.

Realizing their MPLS had become not only a source of bandwidth concerns at headquarters, but also a security, cost, and organizational liability, the client reached out to Insight for support in modernizing its network architecture and migrating to the cloud.

Industry:
Environmental services

CDCT provided:
- Cloud migration strategic and technical support
- Network discovery and remediation
- Server consolidation

CDCT services:
- SnapStart discovery
- Migration Services
- Professional Services
- Managed Services
- Cloud Optimization Services for AWS

The solution: Server consolidation and migration to AWS plus extensive network remediation and modernization

To help the client solve the issues of cost, security, and accessibility associated with antiquated infrastructure, Insight Cloud + Data Center Transformation (CDCT) provided strategy and execution support to consolidate and migrate the client's servers to AWS®.

To start, our expert team used our proprietary SnapStart discovery engine to map and assess the client's data center assets and develop an AWS migration plan. We determined that the client could consolidate 53 servers down to 33 before beginning workload migration. Over the course of approximately three months, we migrated Citrix® Virtual Desktop Infrastructure (VDI), NetScaler® Beam, and SQL workloads to the client's AWS environment for each of the client's branches. Upon the client's request, Insight teams have also taken ownership of managing all the client's third-party AWS components as well as their cloud firewalls.

The client also kickstarted a remediation project with Insight's network teams, which involved upgrading on-site routers to Meraki® MX64 with IPSec tunnels to AWS and transitioning from MPLS links to owned IP addresses to better control costs and security.

The benefits: Secure, cost-effective, and cloud-enabled data access with network upgrades

By consolidating data centers and transitioning away from an outdated, patchworked legacy infrastructure, the client was able to relieve bandwidth burdens on their headquarters and improve the speed and security with which their workforce can access business data.

Moving to AWS also enabled the client to see improved cost control and transparency. Through our Cloud Optimization Services for AWS, we host monthly cadence calls in which we guide client teams through a discussion of current costs. These conversations are resulting in continuous optimization of the client's AWS spend, as well as improved client understanding of resource utilization.

The client is also benefiting from a managed network model, utilizing Insight's Managed Services to ensure network infrastructure and maintenance continue to operate under best practices, even in the absence of a client network engineer.

With the primary goals of improved data center and network performance well underway, the client is currently considering several more Insight-assisted initiatives to continue optimizing their IT landscape and maximizing the value our teams bring to their operations.

Benefits:

Lower costs

Updated infrastructure

Improved connectivity

Better visibility into costs and utilization

Stronger security across the IT environment

Ability to make data-driven decisions about cloud spend in the future

Insight | Cloud + Data Center Transformation