

THE CLOUD-FIRST BIOTECH STARTUP



YEAR:

2019

INDUSTRY:

Biotech/Life Sciences

EMPLOYEES:

11-50

About iuvo

iuvo is a Boston-based IT consulting company and managed services partner offering IT services and solutions to help businesses scale, increase efficiency and solve other business problems. Since 2007 we've been disrupting the MSP industry to bring exceptional service to co-managed and in-house IT teams. Our core belief is technology should elevate your business results. Managed Services, IT Consulting, IT Strategy, Virtual CIO, DevOps, Business Continuity, Cybersecurity and more are part of our offerings to make our clients successful.

Issue

The client was a true startup with no IT team or infrastructure. The client needed everything from developing an IT strategy to implementation to monitoring.

Solution

Acting as the company's vCIO, iuvo put together a strategy and made decisions to ensure the client's technology marked them as a "cloud first" company. Through an in-depth analysis, it was determined that Microsoft 365 could meet the client's current and future needs. The goal was to ensure there was no on-premises infrastructure to maintain. This meant that all file storage, communications and collaboration happened via the cloud, specifically in Microsoft 365 technologies.

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Another major part of the cloud paradigm is the use of Microsoft Teams as a unified collaboration platform. By being built from the ground up as a cloud solution (rather than being adapted from traditional on-premise technologies) it allowed the client to adopt tools that made communication and collaboration seamless, both internally and externally. The client's calls, meetings, group chats, video conferences, screen sharing, meeting rooms, desk phones and more all work natively and intuitively with Microsoft Teams.

Impact

A fully cloud solution brought many benefits to this client. No capital investment in infrastructure hardware such as servers, network storage, large scale battery and generator power backup devices and cooling units were needed. This meant that the client saved significantly on facility costs like building out server rooms and other building related changes. The cloud solution allowed the client to truly start their business with no capital expenditures for IT outside of laptop computers, upwards of a \$300k savings

The onboarding of Microsoft 365 also allowed the client to know recurring costs for easier financial planning and to render surprise infrastructure upgrade expenditures to zero. The costs grow linear with the business and ensure forecasting is turned into a simplified science, instead of educated guesses. Now, the client can easily forecast the cost of each new employee they hire and rapidly onboard new employees.

One of the greatest strengths of their truly unified communications platform is the lack of ambiguity when it comes to how, when or what tool to use when contacting or collaborating with a colleague. Microsoft Teams is the same application and experience on every device and every user can customize how they would like to interact with it like using an application on their desktop, or an app on their mobile phone. The unified collaboration tools ensure the client is set up to seamlessly work on projects at maximum efficiency and removes the need for multiple vendors.

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**\$300K
SAVINGS:
HARDWARE
COSTS**

**\$\$
FIXED,
FORECAST-
ABLE
COSTS**

**TRULY
UNIFIED
COMMUNI-
CATIONS**

**SCALABILITY
PRODUCTIVITY
EFFICIENCIES**

Finally, what is arguably the greatest impact of this work are the incredible efficiencies a cloud-focused build allowed the startup client to experience. Modernizing the manner in which the client worked before they could get bogged down with physical and restrictive solutions drove their new business forward at a rapid pace, allowed them to be productive in ways they simply could not have been without the cloud and ensured their startup capital was spent wisely and in the most efficient ways possible. Their processes, communication and outputs were greatly enhanced and increased under this model.