

Case Study



4000+ Mailbox Migrations from Exchange 2013 to O365 in 5-Months

About the Client

The client is a leading multi-technological solutions provider, trusted by top-tier companies across multitudes of industries.

Headquartered in Singapore, the client has a team of 13,100 employees, who embark on a routine journey to design, engineer, and deliver advanced applications development and precision engineering solutions for customers in nearly 30 locations across 14 countries.

Since the last two years, they began focussing more on hybrid and cloud-based solutions, which have the capacity to flexibly turn a CAPEX model into an OPEX one. The client also began focussing on moving their business on cloud, to meet their short and long-term goals.

The Problem

The client's Enterprise Agreement (EA) with Microsoft was close to expiry and we were faced with either options of renewing the MS EA or moving it to cloud O365. Hexaware identified that the move to O365 CSP licensing model would eliminate the standalone licenses that the customer had purchased for products like SharePoint, Skype for Business and at the same time include additional features that were non-existent like OneDrive for Business and Advanced Threat Protection.

Leveraging the Cloud Service Provider Partner (CSP) with Microsoft in Singapore, Hexaware was the first choice for the client. Hexaware also brought in collaboration capability and rich experience in Exchange upgradation and migration that was critical for the client. Hexaware has risen to become a strategic partner with the client due to the engagement of IT Service Desk rollout, Service NOW Implementation, SAP PM rollout and Deskside support, along with O365 Migration.





The Solution

From Hexaware, a close-knit team of four was involved in the project. They collaborated with the client's support team to seamlessly migrate 4000+ users from Exchange 2013 to O365 in 5-months' time. The migration took place without any downtime or any issues faced by the end users. Post mailbox migration, Hexaware also provided 24X7 support to end users covering all the client's locations.

The only challenge that Hexaware faced was the financial reengineering of the current CAPEX-based enterprise agreement to OPEX-based CSP Model. Just after a month of O365 migration, realizing the flexibility and other benefits offered by the CSP model, the client was confident to convert their on-prem MS Project and MS Visio, to Hexaware's CSP licensing.

Below is the snapshot of Hexaware's O365 Migration and License Management journey:

O365 Migration Strategy & Milestones



· Review test results

migration

· Sign off and prepare for



Phase 2 - North America - 925

Phase 3 - Europe - 369

Phase 4 - China - 2029

Client machines

· Publish record in public DNS

The Result

As a business case, the client's decision to move with O365 migration resulted in 16% savings, in comparison to renewing the Existing Enterprise Agreement. The O365 migration not only has short term benefits in terms of flexibility, but also in the long term, the client can opt for license management as well as, services like ATP, Power BI, converting E1 to E3 etc. at any given point of time.

Hexaware now supports the messaging and collaboration platform for the client, along with all license management activities that are fulfilled within the span of a day from Hexaware MS CSP in the Singapore region.



About Hexaware

Hexaware is the fastest growing next-generation provider of IT, BPO and consulting services. Our focus lies on taking a leadership position in helping our clients attain customer intimacy as their competitive advantage. Our digital offerings have helped our clients achieve operational excellence and customer delight by 'Powering Man Machine Collaboration.' We are now on a journey of metamorphosing the experiences of our customer's customers by leveraging our industry-leading delivery and execution model, built around the strategy— 'Automate Everything, Cloudify Everything, Transform Customer Experiences.' We serve customers in Banking, Financial Services, Capital Markets, Healthcare, Insurance, Manufacturing, Retail, Education, Telecom, Professional Services (Tax, Audit, Accounting and Legal), Travel, Transportation and Logistics. We deliver highly evolved services in Rapid Application prototyping, development and deployment; Build, Migrate and Run cloud solutions; Automation-based Application support; Enterprise Solutions for digitizing the back-office; Customer Experience Transformation; Business Intelligence & Analytics; Digital Assurance (Testing); Infrastructure Management Services; and Business Process Services. Hexaware services customers in over two dozen languages, from every major time zone and every major regulatory zone. Our goal is to be the first IT services company in the world to have a 50% digital workforce.

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Certain statements in this press release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which favware has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry.