

CASE STUDY

Adata



About FluidOne

At FluidOne, we are proud to be an award-winning Connected Cloud Solutions provider that's consistently achieving one of the highest Net Promoter Scores (NPS) in the industry. Our own national fibre network, Platform One, underlies each of our services and is the most connected network in the UK. Our services cover connectivity, SD-WAN, cyber security, IT & cloud managed services, mobile & IoT, UCaaS and CCaaS.

We design tailored solutions to help each of our customers and partners digitally transform their IT and communications. We combine the services of our specialist partners in cyber security, IT managed services, and UC with our unparalleled connectivity to create multi-cloud and multi-connected environments that are secure and safe for them to use.

About Adata

Adata formed in 2002 after 20 years in the IT industry, moving into the CCTV market. Over the years, Adata has invested heavily in R&D and manufacturing, and now distributes CCTV and security technology to over 25 countries.

Upgrading Adata to Windows 10 an OPEX approach

When CCTV and security product supplier Adata needed to upgrade from the now-obsolete Windows 7 to Windows 10, they approached FluidOne for an affordable solution.



The Challenge

Having already had Office 365 through FluidOne for two years, Adata liked the OPEX approach and were keen to replace their operating system with a similar subscription model in order to simplify their ongoing spend. They wanted a solution which would enable them to always have the most up-to-date version, with the cost spread evenly over time rather than requiring a large capital outlay.



The Solution

We recommended they upgrade to Microsoft 365 Business, which incorporates both Office 365 and Windows 10 as a service. This enabled them to upgrade the operating system across all their machines without the up-front capital expense. Another advantage was the ability to have up to 15 devices covered per user, which suits their staff who use tablets, smartphones or have additional workstations for remote working.



Result

Due to the affordable subscription model, Adata was able to migrate all 70 users to Windows 10 simultaneously, avoiding the significant financial cost usually associated with operating system upgrades. Microsoft 365 Business enabled them to roll out Windows 10 alongside their existing Office 365 service, providing the latest system and removing the risks of staying on Windows 7 after its EOL.



Get In Touch

We are here to help and with our expertise, we can recommend the right product for your business.