



Delta Diversified gains speed, lowers costs with migration to enterprise cloud services

Challenges

Availability and security of their data unplanned event could jeopardize IT operations at Delta Diversified. "I always worried about our servers going down if we had a break-in or a fire or a tornado," Bradely Berry, EVP and CFO at Delta Diversified, recalls.

"The work it would take to go to our tape backup could take a week."

He needed assistance to watch over his IT operations, particularly from a secure data facility that could handle day-to-day operations.

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BRADLEY BERRY EVP and CFO
Delta Diversified

Background

Brad Berry wears several hats at Delta Diversified Enterprises, Inc., a privately-owned electrical contractor that has been growing steadily. Not only is he EVP and Chief Financial Officer, but he also takes care of much of the company's information technology. Berry realized that between IT advances and increasing workplace demands, he needed to seek an outside vendor to update and refresh the company's technology infrastructure.

CLIENT PROFILE

- Headquarters: Tempe, Arizona
- Industry: Construction/Electrical Contractor
- Employees: 500-1,500
- \$100-\$125 million in annual revenues
- Privately owned

SOLUTION

- I1:11 Cloud Services

BENEFITS

- Improved performance with lower overall cost
- High availability and failover deliver secure dependable service without interruption
- Consulting Services provides tremendous value during migration
- Went from spending 30 percent of time on IT responsibilities to five percent

Partnering for business results

In October 2012, Berry was looking for a secure solution that would allow him to avoid the need to purchase and house new hardware. After taking a tour of the 11:11 Systems, formerly Sungard AS, data center, a system architecture plan was drawn up, and the sales team had a suggestion to consider 11:11's Cloud Services with [11:11] handling the 24x7x365 management duties.

Berry liked the idea of not having to constantly update the company's technology infrastructure. Deciding to move forward with 11:11's Cloud hosting would be the best fit for Delta Diversified. In addition, the [11:11 Systems] transition team, working alongside Consulting Services, helped to scope their requirements

When the work was completed, Berry says he received more than his money's worth with the implementation team. "I was surprised at the level of detail the team members provided me. They were very proactive."

His second major concern pertained to migrating Delta Diversified's accounting system with its huge software program "and lots of moving parts". But [11:11] worked with Delta Diversified's accounting software representatives and the migration took a few hours, with no issues.

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DELTA DIVERSIFIED CASE STUDY

Fast and flexible

The 11:11 Cloud Services environment enables the IT team to work from practically anywhere, a capability they didn't have before. For example, Berry was in Europe last summer and could access his accounting, email and other functions via the Cloud from his laptop.

The speed of [11:11 Systems'] solutions move Delta Diversified's heavy load of data back and forth very quickly; "It's amazing how fast it works," Berry says. While Delta Diversified wasn't necessarily looking for faster speed, rather seeking security and managed services, they are getting speed as well as the protection and maintenance services.

In addition to Cloud Services, [11:11] helps protect Delta Diversified's data by housing its data centers in diverse geographic locations. Between the daily backups, tape storage, and server monitoring, Berry notes that [11:11] "makes you sleep a lot better at night, knowing they're watching the computers and taking care of your data."

Scaling with growth

Delta Diversified has been growing rapidly — its annual revenues more than doubled to roughly \$125 million over the past decade. Berry knows that with [11:11] managing his Cloud environment, he can scale up (or down) based on company need and [11:11] will handle it.

Berry describes [11:11 Systems] as a team that smoothly handles the expanding electrical contractor's IT needs. In a letter to [11:11], Berry put it this way: "I can't thank you enough for the most skilled and professional people that you sent to me!"



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