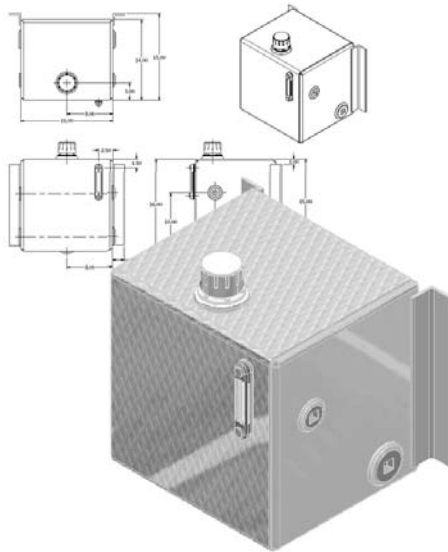




## American Mobile Power Turns to Microsoft Azure for Backup Data Needs

### SUCCESS STORY

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### THE CHALLENGE

They say timing is everything. And in this case, it worked to the advantage of Daniel Durham, IT Manager at American Mobile Power. For the last year, Mr. Durham was looking for a way to ensure the company's data was properly backed up. But as the only IT person in the firm of 65 employees spread across 4 buildings, he has his hands full on a daily basis and didn't have much time to spend researching viable cloud backup options. And those he did research didn't meet his physical backup needs. Then he received a call from Rocco Parisi at ZenTek Consultants regarding Microsoft Azure.

### THE SOLUTION

As a manufacturer of custom-designed hydraulic tanks for trucks, American Mobile Power has hundreds of blueprints for tank designs, in addition to numerous databases used for costing purposes. With their data stored on one physical server, Mr. Durham explains that "Knowing that it's all in one location is scary, which is why I always wanted to push for an online backup. And it was never feasible money-wise until Rocco presented Microsoft Azure. It's nice to know the information is easy to back up and easy to restore at any point from anywhere" whether it's just one file or a folder of files.



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While they don't use more than 230 GB currently, Mr. Durham likes knowing that he can easily add more space as the company grows. It's nothing they need to reengineer or redo. "Over the last 5 years everyone has been worried about space. Space in their emails, space on their computers. With Exchange Server and Office 365, there's no need to delete files to make space on computers. With online backups, there's no need to worry about that anymore," explains Mr. Durham. In addition, they pay less than \$16 a month for the backup service, which is very cost effective and worth the peace of mind.

Just last November, American Mobile Power had switched to Office 365. Prior to that they were using Office 2013 and before that Office 2006. After being on an on-premise solution for over 12 years, Mr. Durham said it was time to make the switch to a cloud-based system because it's the way the world is moving, and in the end it was more cost effective to switch to the monthly cloud-based Office 365. A perk for Daniel is that it's always updated so he doesn't need to worry about updating each account individually...which leaves him time for more pressing issues.

One of those pressing issues is ensuring that the staff is able to productively use Office 365. While email fared well in the transition, the implementation of the other Office products has been a little difficult because of the learning curve due to the ribbon changes from 2013 to Office 365.

With the Azure backup solution in place and that fact that he been able to find another firm providing topic-specific training classes for Microsoft solutions, Mr. Durham reached out to ZenTek Consultants to discuss custom training for the employees using Microsoft Office 365. After a few short discussions, he agreed that ZenTek Consultants would provide 1-hour sessions of Office 365 training over the course of 8 weeks.

Julie Clark, who handles payroll, insurance and accounts payable at American Mobile Power, says that the weekly courses she's been taking through ZenTek Consultants have been very beneficial in shortening the learning curve and helping her find where functions are now located. Jim also showed them tricks to help them out when using the software. As an instructor Jim Coppinger of Zentek Consultants "has been great. Anything we've asked, he's gone over it with us. Helped us do what we needed to do," explains Ms. Clark.

Had ZenTek Consultants not reached out to Mr. Durham, he feels that today American Mobile Power would still be researching cloud-based backup solutions, rather than having one in place. And he hopes this solid relationship continues because with his busy schedule, he likes knowing that there's a partner out there that can be his right-hand man when he needs support with Microsoft solutions.

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