



IT SERVICES

# FROM 'OUTDATED' TO 'OUTDOING' THE COMPETITION.

For years, Innovative Solutions has been the trusted technology partner for EMA Design. As a leader in product development, EMA understands the value of having a highly reliable and efficient solution. While their environment has continuously grown over the years, they were ready for a complete IT overhaul. Luckily, we knew just the guys for the job.

## THE CHALLENGE

EMA was looking to reduce their support cost and completely revamp their technology environment. They had a lot of break and fix charges month over month, and they needed a solution to stop the bleeding.

EMA's equipment was outdated; they needed new servers, new switches, and a transition to the cloud. They had outgrown their system and desperately needed a complete network overhaul.

The good news? They were up to the challenge. But we knew we had to bring in a high-level engineer to really give them what they needed. So we did.

## THE INNOVATIVE SOLUTION

Our goal from the beginning of this project was not only to provide a new solution, but build something that would contribute to solving the real business problem at hand. For EMA, this meant seeking the most cost-effective, reliable technology solution.

We started by looking at each of the systems involved: their network, their servers and infrastructure, and software. The network had old switches that needed to be replaced. The warranties on their servers had expired, and they actually had more infrastructure than they needed. In fact, they had way too much hardware from the processor side, but not enough on the software side. Bottom line: they were a mess. So here's what we did...

We took them from three racks down to one, giving them more horsepower, better reliability,

and strengthened their power and cooling all at the same time. We consolidated everything, and eliminated equipment wherever possible. We gave them wireless capabilities, and also moved their email to the cloud by implementing Office 365—a solution that not only made their messaging faster and easier, it also gave them online archiving, larger mailboxes, and automatic updates for peace of mind.

## THE RESULT

EMA now benefits from less hardware, fewer support costs, and a completely updated solution. While Innovative Solutions continues to support EMA, we're seeing much less of each other these days. They just don't need us like they used to—but we're okay with that. And so is their bottom line.

### HOW WAS YOUR EXPERIENCE?

“Innovative consistently seems to rise to the occasion. **They are proactive and always have our best interests in mind.** They truly are the bold move forward.”

Manny Marcano III  
Director of Business Operation

