



Binary Tree Provides Ambu with the Rx for An Intuitive Email Migration Solution

“Binary Tree fulfilled all of our criteria. One of the other vendors had no support beyond their website and also did not offer licenses without a support plan; another was outrageously expensive. With Binary Tree, we got the support we needed. In the end, it was a no brainer. The team at Binary Tree were the only ones we felt we could work with to solve our problem.”

— Stuart Williamson, Senior Network Manager, Ambu

Overview and Situation of the Customer

Since 1937, Denmark-based Ambu has brought efficient healthcare solutions to life, providing devices and solutions to hospitals and emergency services throughout the world.

Ambu had recently merged with King Systems, a smaller company that was using Microsoft Exchange 2010 for its email. Ambu was using IBM Notes and had been experiencing growing pains—internally within IT, as well as with end users—so it seemed like an opportune time to migrate to Exchange. After looking into cloud-based solutions, Ambu selected Microsoft Office 365 as its email platform of choice and was ready to choose a migration solution provider.

Selection Process

To select an appropriate vendor/partner, Ambu’s network administration team decided to evaluate three potential providers. Their requirements were to select a vendor based on the following criteria:

- Not overly resource intensive
- Ability to offer a staggered deployment to accommodate 17.6 million emails and 1,000 employees in twelve countries
- An intuitive solution with an easy-to-follow process for their IT staff who would be performing migrations around the world
- Light system requirements with no extra or intermediary servers
- A solution that went straight from Notes to Exchange
- Technical support team with an excellent reputation and response time



Ideas that work for life

Case Study Highlights

Migrated from: IBM/Lotus Notes

Migrated to: Microsoft Office 365

Country: Multinational based in Denmark

Industry: Medical Devices

Customer Profile

Headquartered near Copenhagen in Denmark, Ambu employs approximately 2,300 people in Europe, North America and the Asia Pacific. Since 1937, breakthrough ideas have fueled Ambu’s work on bringing efficient healthcare solutions to life within their fields of excellence – Anesthesia, Patient Monitoring & Diagnostics, and Emergency Care.

Benefits

- Moving to a single email platform -- Microsoft Office 365 -- has allowed Ambu to communicate as one company, alleviating IT and end user issues with IBM Notes
- Binary Tree’s high-fidelity solution enabled Ambu to migrate quickly and painlessly... using minimal internal resources
- Binary Tree’s team of experts understood Ambu’s environment and added value to the process
- As a result of using Binary Tree’s Quick Start engagement, Ambu’s network administrators were able to continue the migration rollout to nine additional countries on their own

“The Binary Tree engineer did most of the work while we shadowed him. Now we’re in the 2nd phase of our migration, rolling out Microsoft Office 365 to nine additional countries, and are able to handle everything ourselves.”

Peter Lund, Network Administrator, Ambu

Solution

Ambu purchased Binary Tree’s Notes Migrator CMT along with a three-day Quick Start professional services engagement.

To prepare for the migration, Binary Tree provided Ambu with some simple instructions to help them ready their environment, followed by a WebEx with one of Binary Tree’s engineers. According to Peter Lund, Network Administrator at Ambu, “The installations went quickly. On Day Two, Binary Tree’s developer was on the line to fix a bug; then we moved onto Day Three, setting up the migration locations—in fact, three different ones (China, Malaysia, and Denmark) in three days! The Binary Tree engineer did most of the work while we shadowed him. Now we’re in the 2nd phase of our migration, rolling out Microsoft Office 365 to nine additional countries, and are able to handle everything ourselves.”

About the CMT for Exchange Quick Start and CMT for Exchange

In preparation for executing a full migration, the Notes Migrator CMT Quick Start is a remotely-delivered three-day engagement with a Binary Tree subject matter expert who helps the customer to get their Domino-to-Exchange migration up and running quickly with the Notes Migrator CMT software.

Notes Migrator CMT is Binary Tree’s comprehensive solution for migrating from IBM Notes to Microsoft Exchange Server and Office 365. It supports migrations from Notes/Domino 7.x/8.x/9.x to on-premises and online versions of Microsoft Outlook and Exchange, including to Exchange Server 2013/2010 and to Exchange Online in Microsoft Office 365.

Binary Tree is a singularly focused global provider of migration software and solutions for Lotus Notes, Microsoft Exchange, and Active Directory environments. The company is a Microsoft Gold Messaging Partner, an IBM Advanced Business Partner, and is one of Microsoft’s preferred vendors for migrating to Microsoft Office 365.

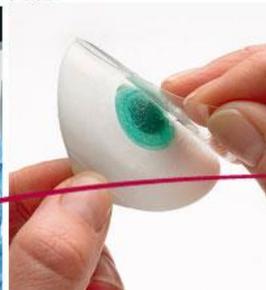
From the perspective of a healthcare company like Ambu, Binary Tree had the right prescription: award-winning software, a support and engineering team second to none, and a hassle-free seamless migration process.

Ambu products

Anaesthesia



PMD



Emergency care



Contact Us

Worldwide: +1 (212) 244-3635

Australia: +61 2 9037 0266

France: +33 977 197 087

Japan: +81 3 4578 1809

Spain: + 34 918 97 87 23

UK: +44 20 3514 2599

US: (800) 706-2913

sales@binarytree.com

About Binary Tree

Binary Tree provides software and SaaS solutions designed to enable enterprises everywhere to transform and manage change with the Microsoft cloud. Through its business-first approach, Binary Tree has helped over 50% of the Fortune 500 and 10,000 global organizations to plan, modernize, and manage transformations that involve Microsoft 365, Office 365, Azure, business applications and merging organizations. The company is a Microsoft Gold Partner and a globally preferred vendor, with headquarters outside New York City and global offices in France, Germany, Singapore, Sweden and the U.K.

For more information visit www.binarytree.com.