



## French Insurance Company Reduces Costs and Enhances Communications and Agility by Combining Email Systems from Past Mergers

A French mutual insurance company of 26,000 employees needed to merge three messaging infrastructures inherited from past mergers—two instances of Microsoft Exchange and one of Lotus Notes. They worked with Microsoft Consulting Services and Binary Tree to plan their migration, define their requirements and automate their transformation.

### Laying a foundation of best practices for integration and migration

Collaborating with Microsoft, Binary Tree delivered five workshops that provided the client with insight into the coexistence and migration process. The Binary Tree team shared best practices for how to design a unified architecture, establish coexistence, integrate and merge directories, migrate messaging, and ensure change control.

### Planning for a smooth transition

Next, the client worked with Microsoft and Binary Tree to design their overall migration strategy. This was detailed in further workshops to create a transition reference architecture, design diagrams, and network diagrams. The client used content from the workshops to send out a comprehensive RFP for their migration.

### A successful proof-of-concept

While the client awaited RFP responses on the messaging migration, they engaged Binary Tree for a coexistence proof-of-concept to enable user interoperability between the three legacy messaging infrastructures. Binary Tree deployed trial licenses of Directory Sync Pro and Notes Integration CMT for a limited time.

### Integrated and moving towards a unified messaging system

The trial period was a success, so the client decided to move forward with the Binary Tree products, both for their initial coexistence needs and for their eventual migration. A Binary Tree partner who proposed using Binary Tree's Exchange Pro and Notes Migrator CMT software won the migration portion of the project.

## Case Study Highlights

**Migrated from:** Three Email Systems – Two Microsoft Exchange and One Lotus Notes

**Migrated to:** A unified Exchange system

**Country:** France

**Industry:** Insurance

### Customer Profile

A large, French mutual insurance company that covers 11 million policy holders and employs 26,000 people.

### Business Situation

The client was formed from the merger of three companies with three messaging infrastructures—Lotus Notes plus two instances of Microsoft Exchange. They wanted to migrate to a single, on-premises instance of Exchange to reduce costs, increase business agility, and improve inherent communication pains that tend to come along with a merger.

### Solution

Notes Integration CMT, Notes Migrator CMT, Self-Service Archive Migrator, Directory Sync Pro and Exchange Pro software plus professional services and support.

### Benefits

- The client benefitted from Binary Tree's deep expertise in how to plan and design for merger scenarios
- Binary Tree added value at every step
- The close relationship between Binary Tree and the systems integrator made for a skilled technical team

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### 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](http://www.binarytree.com).