



## A Healthy Transition to Microsoft Office 365 for LEO Pharma with Careful Planning, Coexistence, and Migration-as-a-Service

“Binary Tree’s proven methodology and experience with Notes to Exchange coexistence was the winning combination for LEO Pharma. The coordination of all parties and Binary Tree’s ability to migrate seamlessly, with no impact on our users was very impressive.”

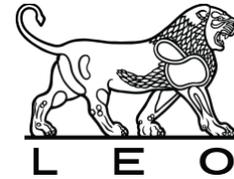
—LEO Pharma Project Manager

### LEO Pharma Decides to Move to the Microsoft Cloud

As part of an overall infrastructure modernization initiative, LEO Pharma was ready to transition from its legacy IBM/Lotus Notes platform to the Microsoft Office 365 cloud. In the course of defining the requirements for the project, the migration team went to work on determining which Notes applications to remediate and which to keep, where to store associated databases, and how to handle shared mailboxes. One additional complexity they identified was that—due to pharmaceutical governance rules—the data had to remain on-premises and couldn’t be replicated to a hosted data center. Planning and performing this migration would be no small task.

### The Project Requires Careful Planning and Coordination

It took months of careful planning and coordination of resources from IBM, Microsoft, Binary Tree and the client’s IT staff to ensure that the migration would go smoothly and without user interruption. First, LEO Pharma had to coordinate with IBM to ensure the proper number of workstation resources would be available for the migration—while meeting the customer’s schedule. Because of the large amount of data, it was determined that 200 workstations would be needed to conduct a non-disruptive phased migration over an eight-week period.



### Case Study Highlights

**Migrated from:** IBM Notes

**Migrated to:** Microsoft Office 365

**Country:** Worldwide

**Industry:** Pharmaceutical

### Customer Profile

LEO Pharma is a 100+-year old independent, research-based pharmaceutical company, headquartered in Denmark. The company develops, manufactures and markets pharmaceutical drugs to dermatologic and thrombotic patients in more than 100 countries, and employs approximately 4800 people worldwide.

### Business Situation

LEO Pharma was moving messaging from IBM/Lotus Notes to Microsoft Office 365. During an eight-week period, Binary Tree migrated LEO Pharma’s 6500 mailboxes, databases, and other resources. In addition, Binary Tree configured mail, calendar, and free/busy—and provided coexistence to support their application dependencies.

### Solution

LEO Pharma used Binary Tree’s Notes Migrator CMT, Notes Integration CMT and Remote Managed Migration-as-a-Service (MaaS).

### Benefits

- Successful transition to Office 365
- No user disruption
- Maintained data on-site throughout transformation



## Establishing Coexistence to Ensure User Interoperability

Microsoft and Binary Tree set up rich coexistence and interoperability, prior to moving anything, so that users had their normal calendar and free/busy lookup features available, as well as full use of their calendars. Plus, it enabled the migrated Outlook users to continue to use their Lotus Notes email-enabled workflow applications. Binary Tree's Notes Integration CMT was the solution of choice, not only because the company's Notes Migrator CMT migration software was used for the mailbox and data transition, but also because the coexistence could remain long-term, to support any remaining application dependencies.

## The Remote Managed Migration of Users

As a result of the requirement that no data could be replicated to a hosted data center, LEO Pharma and Microsoft used Binary Tree's Remote Managed Migration-as-a-Service (MaaS). With a Remote Managed MaaS, Binary Tree remotely configures workstations in the customer's environment with the Notes Migrator CMT migration software to migrate the mailbox data. Once the migration infrastructure was set up, Binary Tree consultants were able to perform the migration without being on-site, which provided a significant cost savings to LEO Pharma.

## Binary Tree Provides a Highly Effective Prescription

The combination of Binary Tree's professional services, excellent pricing, and migration expertise was the right prescription for LEO Pharma. The company executed its well-orchestrated migration plans as intended—all while abiding with regulatory issues—and without disruption to its employees.



### 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](mailto:sales@binarytree.com)

### About Binary Tree

Binary Tree is a Microsoft Gold Partner for messaging, cloud productivity and application development and is dedicated to and focused on enterprise transformations to Microsoft platforms. Since 1993, Binary Tree has transformed more than 8,000 global clients and 42 million users, including 7.5 million users to Office 365. The company is a globally preferred vendor for Office 365. Its headquarters is located outside of New York City with global offices in France, Germany, Singapore, Sweden and the U.K.

For more information visit [www.binarytree.com](http://www.binarytree.com).