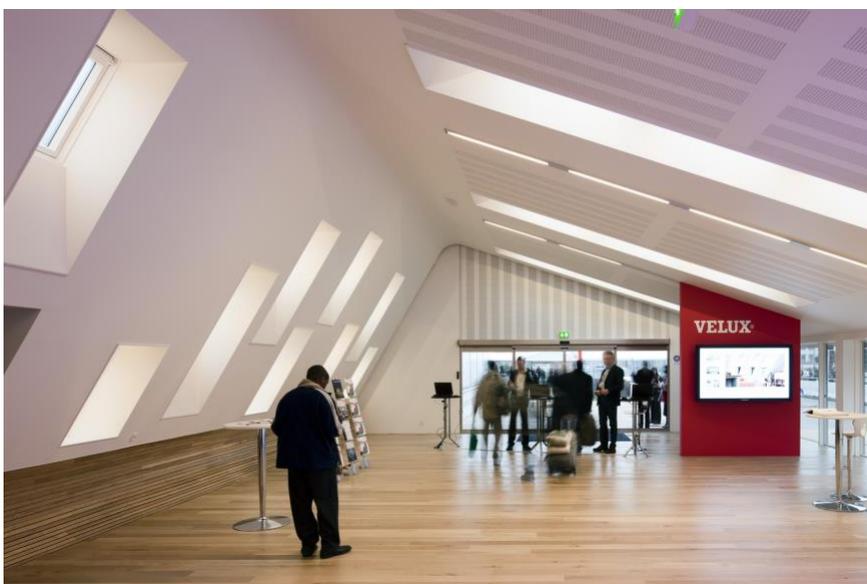# BINARY TREE™
Powering Enterprise Transformations®

A Clear View to More Collaborative Communications for VELUX Group Through Careful Planning, Analysis, and Coexistence

"Binary Tree earned its reputation as our trusted advisor—working closely with Microsoft and our team to address the optimal number of users for our two pilots and each subsequent migration wave. They also assisted with our need for coexistence resulting in a smooth migration and stable user experience."

— Velux Project Manager

Project Overview

The VELUX Group was on a mission, called One VELUX, to create a more efficient, cohesive global business infrastructure. The company needed to operate more efficiently, reduce costs, and reinvest into building better products at lower prices in order to remain relevant and competitive. To affect this change, the company's employees needed a better way to communicate and collaborate with each other.

VELUX®

Case Study Highlights

Migrated from: IBM/Lotus Notes
Migrated to: Microsoft Office 365
Country: Worldwide
Industry: Building Materials Manufacturing

Customer Profile

VELUX is one of the strongest brands in the global building materials sector, offering a wide range of roof windows, skylights, sun screening, and related products. The VELUX Group has more than 10,000 employees, manufacturing operations in 11 countries, and is headquartered outside of Copenhagen, Denmark. A household name, VELUX is derived from two words - Ventilation and Lux, the Latin word for light.

Solution

VELUX used Notes Migrator CMT, Notes Integration CMT, as well as Binary Tree's Remote Managed Migration-as-a-Service to transition almost 6,000 users from Lotus Notes to Microsoft Office 365. Binary Tree established high-fidelity interoperability during and after the migration, and preserved business-critical Lotus Notes applications that were not part of the migration.

Benefits
- Successful transition to Office 365
- Coexistence during and post-migration
- No user disruption
- Preserved Notes applications

Careful Planning, Coordination and an Emphasis on Coexistence

Working with partners Accenture and Microsoft, almost 6,000 employees were migrated to Office 365 over six weekends. Through careful analysis and discussion, Binary Tree was able to advise VELUX on its infrastructure needs and how best to implement the migration. After collaboration and analysis, it was decided that there would be two pilot migrations followed by five waves of velocity migration—all over a six-week period of time. Once the infrastructure was built, everything went very smoothly throughout the migration.

A Smooth Remotely Managed Move to the Microsoft Cloud

VELUX also selected Binary Tree's Remote Managed Migration-as-a-Service with fixed per-user pricing, whereby we helped to migrate the customer's email, calendar entries, contacts, and to-dos remotely, saving the expense of on-site consultants, exorbitant hourly rates, and travel costs. In addition, Binary Tree's Notes Integration CMT enabled email and calendar interoperability between VELUX's migrated and un-migrated users during the migration, as well as enabling users to continue to use Lotus Notes email-enabled workflow applications within Outlook for as long into the future as needed.

Realizing the Vision of One VELUX with Microsoft Office 365

As a result of the entire IT infrastructure upgrade, the VELUX Group is building a more connected organization through efficient, consolidated business functions, while maintaining a strong local sales presence in 40 countries. Its team of sales representatives can connect to their local offices using a smartphone, laptop, or tablet. This increase in productivity "on the road" enhances customer service overall and helps optimize sales. Regardless of the location of a VELUX employee, they can stay current with department or project information—increasing a sense of corporate pride and helping the company realize its vision of One VELUX.

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 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.