



## CASE STUDY

# World-Renowned Sports League Achieves Cloud Migration Success

## The Customer

This organization is one of the wealthiest professional sports leagues in the world by revenue, comprising dozens of teams across the US and Canada.

## The Challenge

After years of storing a very large—and rather old-school—media asset management tool within a tape library, the customer decided it was time to move everything into the cloud, and finally abandon the software.

The organization first turned to a software services company with vast expertise in the media asset management tool; however, that company did not have the level of hardware experience needed to accommodate this specific type of migration. It appeared the only option was to go back to the manufacturer for assistance, which would undoubtedly result in an exorbitant price tag.

## The Solution

Fortunately, there was one other option: Scale Service. Knowing Scale Service's decades-long reputation for its expertise in supporting large tape libraries and servers, the software services group reached out to request a partnership for the project.

Today, Scale Service is keeping the hardware—a large Quantum I6000 and associated servers—running smoothly as the application migration to the cloud is underway.

## The Benefits / Results

- ✓ **Major cost savings**—Because the software services company was able to partner with Scale Service, there was no need for the customer to return to the OEM to renew its support contracts. As a result, the customer has saved upwards of 50% in support costs over and above what the manufacturer would have undoubtedly charged.
- ✓ **Convenience via one point of contact**—Although the customer is benefiting from the services of two support companies, they have one sole point of contact should they have questions or need immediate assistance with their hardware or software. This has greatly simplified communications for the customer, enabling the reseller and Scale Service to determine behind-the-scenes who is most appropriate for responding to their needs.
- ✓ **Long-term peace of mind**—Given the sheer amount of data being moved into the cloud, Scale Service will undoubtedly be supporting this project for at least three years. The customer has expressed its faith in Scale Services' expertise to ensure a smooth transition that will ultimately end with putting the legacy application to rest.