

Insight's Discovery Workshop and Hybrid Cloud Assessment Services Help Define Altecnic's Technology Strategy.

Altecnic recognised some difficult IT issues were holding back its business and looked to Insight to help it overcome the limitations of its legacy systems.

Insight's Discovery Workshop and Hybrid Cloud Assessment services helped to deliver a unified technology roadmap and strategy that aligned with Altecnic's business goals and preserved recent IT investments.

Insight recommended a hybrid cloud solution built on Microsoft's Office 365 and Azure technologies.

This solution enabled Altecnic to meet its business goals: enhancing workforce collaboration, improving supplier communications and business intelligence.

The Challenge

Altecnic's on-premise phone system was approaching the end of its useful life. Whilst many employees worked remotely, mobile access to corporate systems was outdated. Furthermore, the system didn't support collaborative working and the company couldn't easily access business intelligence data to support decision making.

Altecnic realised that a move to the cloud would enable it to address many of the limitations in its current systems. However, it lacked the expertise and in-house resource to manage such a transition, especially given key security concerns. The company was also concerned its employees would be reluctant to adopt any new systems.



Quick Overview

Altecnic is the UK's leading manufacturer and supplier of superior plumbing equipment. Established in 1987, Altecnic offers market-leading quality products to the UK and Eire plumbing and heating industry.

"Insight's Discovery Workshop and Hybrid Cloud Assessment services delivered substantial productivity benefits for our end users while reducing the burden of IT support for our in-house team."

Simon Grocott
Operations Director at Altecnic

The Solution

With Altecnic experiencing multiple IT challenges, Insight proposed running a Discovery Workshop that would uncover Altecnic’s business challenges and drivers. Through running this workshop, Insight was also able to clearly define project outcomes and a proposed technology roadmap.

From the one-day workshop it emerged that Altecnic saw secure collaboration for office and remote workers as a primary need. A further requirement was to enable easy analysis of business data, which is hosted by its parent company in the cloud.

Following the Discovery Workshop, Insight recommended a Hybrid Cloud Assessment (HCA) supporting the client in transitioning to the new technology outlined in the roadmap.

The HCA results define a bespoke plan that aligns with Altecnic’s business goals and focuses across technology solution areas including; connected workforce, cloud and data centre transformation and supply chain optimisation.

One of the key outcomes from the HCA was Insight’s recommendation for a hybrid-cloud approach, using Microsoft Office 365 and Azure, that would preserve Altecnic’s previous investments in its on-premise infrastructure.

By taking a hybrid-cloud approach Altecnic was able to gain the business and financial benefits of a multi-cloud world, increasing data availability and accelerating digital transformation.

The Benefits

Insight’s Discovery Workshop enabled Altecnic to define a strategy that aligns with its key business goals.

The Hybrid Cloud Assessment then gave Altecnic a clear implementation path, which preserved its investment in on-premise infrastructure.

By partnering with Insight, Altecnic has transformed its business. Insight’s solution enables staff to work smarter and more collaboratively as they have access to a large portfolio of products and services, which boosts efficiency.

Using an analytics platform in the cloud allows Altecnic to run analytics on its data, to assist in decision making and track sales performance, which will enable it to grow its business and control costs.



The Results Highlights



Insight’s Discovery Workshop resulted in a clearly defined IT strategy that aligns to business goals.



Insight’s Hybrid Cloud Assessment transformed Altecnic’s IT, helping to control costs and drive up profit.



Freeing up in-house IT staff to work on strategic projects, as dependence on on-premise infrastructure dramatically reduced.