



**CLIENT SOLUTION CASE STUDY**

**Healthcare Monitoring  
Solutions Company Reduces  
Monthly Spend by \$18k by  
Diminishing Virtual Machines  
and Migrating to Azure  
within 40-hour Timeframe**

# Overview

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## Software Solutions:

- Microsoft Azure
- Microsoft Azure Data Box
- Cato Virtual Appliance

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## Challenges:

- Data Migration

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## Benefits:

- Reduced monthly spend by almost \$18k
- Reduced virtual machines by nearly half

## Data Challenge

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A large healthcare enterprise with over 140 on-premises virtual machines (VMs), faced the task of assessing their current workload and migrating it to Azure. The challenge included migrating more than 80 VMs and over 12 terabytes of data within a tight timeline due to office closure and limited employee resources. Maintaining the existing subnet and IP scheme was crucial to ensure seamless connectivity and solution continuity across the enterprise. Additionally, the organization required consultation on Azure management, including resource provisioning and ongoing cost control.



# The Azure Solutions

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Velosio performed a thorough evaluation of the client's on-premise virtual machines, assessing their readiness for migration to Azure. This evaluation helped to identify potential issues and plan for a smooth migration. With careful planning and resource optimization, Velosio's team determined that the client could reduce their VMs by almost half and completed the migration of 80+ VMs within a 40-hour timeframe. This efficient execution allowed us to meet the tight timeline despite office closure and limited employee availability, minimizing disruptions to the client's operations.

- **Azure Data Box:** Velosio utilized Azure Data Box to migrate a large amount of data swiftly. This physical device enabled Velosio to transfer the client's 12+ TB of data securely and efficiently to Azure, minimizing downtime and ensuring data integrity during the migration.
- **Cato Virtual Appliance:** To maintain enterprise connectivity post-migration, Velosio deployed Cato Virtual Appliance. This solution provided a secure and reliable connection across the enterprise, ensuring seamless communication between Azure resources and the on-premises network. With Cato, customers can eliminate the need for premium cloud connectivity solutions such as Microsoft Azure ExpressRoute.
- **Azure Management Consultation:** Velosio provided comprehensive consultation on Azure management, helping the client optimize resource provisioning and control costs within Azure. By implementing effective resource allocation strategies, we reduced the monthly recurring cost from \$17,500 initially to a more optimized level in phase II.

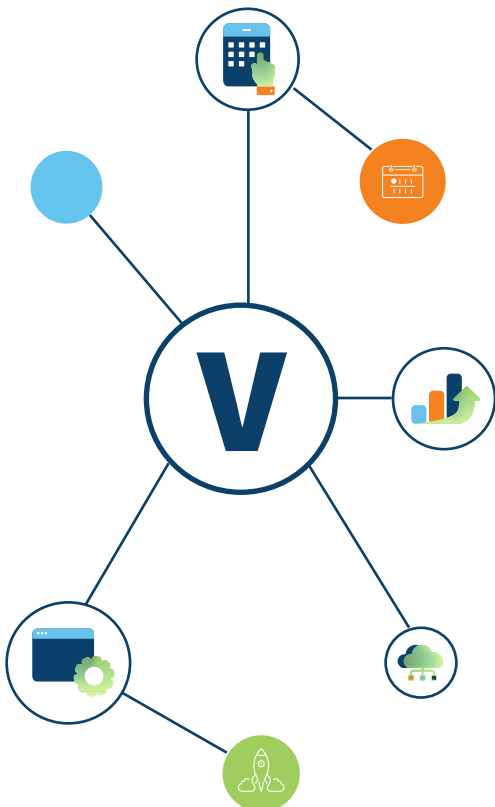




## Benefits

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The organization successfully migrated their on-premises workload to Azure using the Azure Migrate Toolset. With Velosio's expertise, the migration of 80+ VMs and 12+ TB of data was seamlessly executed, while maintaining connectivity across the enterprise. Velosio's consultation on Azure management further optimized resource provisioning and controlled costs within Azure, resulting in a highly satisfied client. The client is working on additional projects with Velosio for Microsoft Dynamics 365 Finance and Operations, and Microsoft Teams.







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