CASE STUDY

WHY DAIRY FARMERS OF WISCONSIN MIGRATED TO THE CLOUD

COMPANY OVERVIEW

Dairy Farmers of Wisconsin is a non-profit marketing organization that supports and is 100% funded by over 8,000 dairy farms in the state. The group's mission is to promote the sale and consumption of Wisconsin dairy products across the region and nationally. Wisconsin ranks #2 in national dairy production and #1 in cheese produced, including half of all specialty cheese sold in the US.

PROBLEM

• Files not centralized, hard to find and access resources especially when working remotely

• Work flows were cumbersome, lots of screen switching between multiple applications - chat, email, file directories, video/phone

• Excess licensing between on-premise and cloud applications

SOLUTION

Create a phased plan to migrate file storage to the cloud and streamline communications and productivity applications into a single unified platform.

THE OUTCOMES

An interview with Jen Walsh,
COO, Dairy Farmers of Wisconsin

OUTCOME: EASIER ACCESS
With centralized cloud storage, teams can get to the resources they need anytime, anywhere so they can work where they are most effective.

"The biggest driver was the improved accessibility to files for our staff, while cost savings were second."

OUTCOME: STREAMLINED WORKFLOWS
Teams connects DFW staff with their file storage, productivity applications and communication tools all in a single unified platform reducing the amount of time to switch screens.

"There are no more help desk tickets going through saying, 'I can't find this' or 'I'm in a hotel room and can't get through on the VPN.'"

OUTCOME: COST SAVINGS

By consolidating physical infrastructure and moving to the Azure cloud, DFW eliminated hardware, co-location and duplicate licensing expenses for savings estimated at $50K/yr.

"Because of the phenomenal work of Applied Tech, it doesn't make sense for us to have a full-time IT Director position. Applied Tech was part IT Consultant, part therapist. It was a lot of stress at first, and Applied Tech held our hand throughout the entire process."

OUTCOME: MORE FREQUENT, LESS EXPENSIVE SOFTWARE UPGRADES

Operating the latest version of software in the cloud makes it easier to upgrade and maintain saving time and realizing the benefits sooner.

"Now, people have more security concerns if they're NOT on the cloud. This is the exact opposite of where we started. Cloud was seen as risky, and it took us a while to wrap our head around it, but once we truly understood, we needed to make this change."

Will you benefit from a move to the cloud like Dairy Farmers of Wisconsin?

Applied Tech is here to help provide you a roadmap. Contact us today!

OUTCOME: FASTER LEARNING CURVE

Using Teams as their primary interface means employee more quickly onboard and adopt new features as the technology changes.

"It's not realistic for us to have one person on-staff who's expected to know everything about everything. Using Teams to onboard and adopt new features is both efficient and consistent."

OUTCOME: PAY FOR WHAT THEY USE

DFW has shifted their IT spending from a capital expense to an operating expense model. This makes it easier to plan expenses and scale for growth while avoiding large capital outlays for new equipment that can be costly to maintain.

"Although the biggest driver was the improved accessibility to files for our staff, while cost savings were second, we are saving an estimated $50K per year."

ABOUT APPLIED TECH

We provide managed IT and security solutions to small and mid-market clients in the Upper Midwest. With more than 20 years experience, our strategic expertise and process-driven approach frees our clients to focus on their business.

Applied Tech achieves a daily average satisfaction rating of 96% across the more than 9,000 professionals and 200 companies we serve.