Success Story





CLIENT: The Baltimore Orioles

PROJECT: Migration to Microsoft Office 365

"We face the same challenges as larger companies, but we don't have a big IT staff or extensive development resources. I have enjoyed a fifteen year association with XPERTECHS and have found them to provide superior technical support with both the Novell and Microsoft systems."

> - Jim Kline IT Director

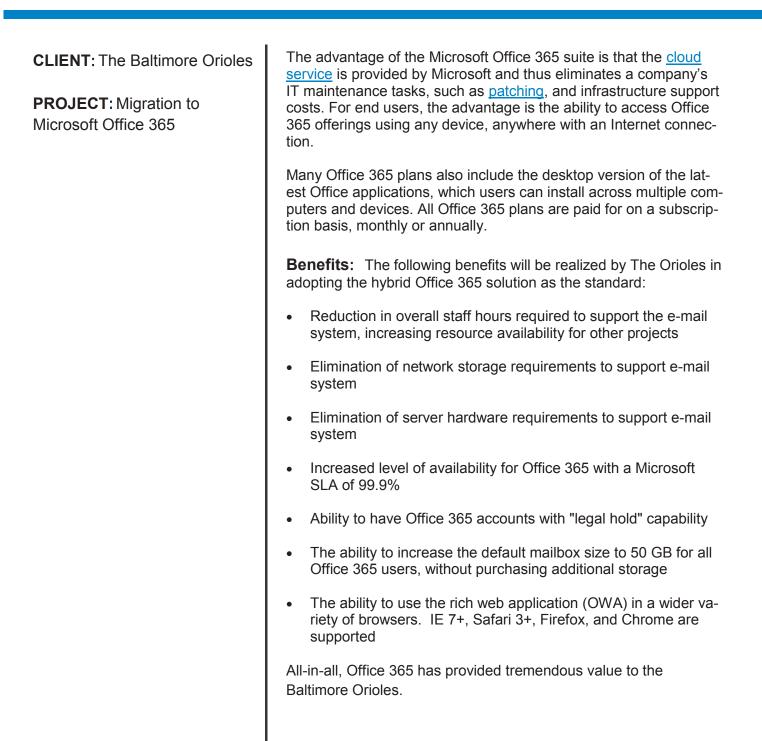
Customer Profile: The Orioles, Baltimore's Major League Baseball Team, have been privy to a multitude of changes in the lengthy stretch of their existence. Overcoming many obstacles, the team made a comeback in recent years, and managed to win the American League East Division in 2014. The same season they made it to the American League Championship Series. With an aging Exchanging server, the Orioles' IT Team knew they needed to carry the same success they've had on the field winning games, to off the field with their technology.

Business Challenge: While few other businesses need instant-replay systems, much of the technology the team uses is indeed similar to those of other small businesses—systems for HR, finance, sales and marketing, and so on. Email is just as pervasive as it is at most companies. And the challenge of keeping email going with a full-time staff of just three was also a factor that the Orioles shared with other small organizations. The cost of new email servers and software every few years was only part of the hassle. More burdensome was the need to update the systems regularly and to back them up to offsite locations—and to hope that when the team eventually needed to reinstall email from those backups, that it could do so quickly and reliably.

Solution: The Microsoft Office 365 suite is a hosted, online version of the traditional installed version of Microsoft Office software. This online service is subscription-based and includes Office, Exchange Online, SharePoint Online, Lync Online and Microsoft Office Web Apps.

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