



From datacenter to cloud: How Onited helps **Janssen-Fritsen** move towards a future-oriented infrastructure

The international sports group ABEO, parent company of among others **Janssen-Fritsen**, designs and produces sports and leisure equipment for professional environments. At Onited, ABEO has found a partner that is not only technically strong, but also thinks strategically about growth, security and efficient management. Hans Elbersen, IT Manager at ABEO's sports division, and Jesse Hogeboom, Senior Account Manager at Onited, talk about this great collaboration.

Laying the foundation for growth

The collaboration with Onited originated from a concrete need: the existing infrastructure of Janssen-Fritsen was outdated and hindered further growth. "We were looking for a partner who looked beyond technology alone, someone who understands our organisation and can move along with the dynamics within ABEO," says Hans Elbersen, responsible for IT infrastructure within the sports division.

"Janssen-Fritsen was initially looking for a reliable IT partner who could think along with a fresh perspective in the modernisation of the datacenter and network infrastructure. It was essential to find a partner who could not only deliver the infrastructure, but also take on the technical management of a number of business-critical components. After a careful selection process, Onited was proudly chosen as the preferred partner," says Jesse Hogeboom, responsible for Large Accounts within Onited.

Collaboration at speed

The trajectory began with a complete redesign of the datacenter. Onited designed a new foundation, both technically and organisationally, and guided the team step by step through the implementation. Specialist solutions were chosen, such as Datacenter, Network & Security and Managed Services.

"The implementation went smoothly and in a structured way," says Hans. "What is pleasant is that the people who provide the advice also actively contribute to the execution themselves.

That ensures short lines of communication and clear communication."

"Onited is not only a supplier, but also a true sparring partner. We can discuss everything and they often come up with solutions we hadn't thought of ourselves."



"We are a proactive partner. We don't stop at the basics, but work towards a roadmap and actively look at the market and solutions that specifically fit the customer."

Jesse Hogeboom,
Senior Accountmanager at Onited



"Their knowledge and calm approach made the difference. The migration went smoothly, and we were able to steadily build trust in the new environment."

Hans Elbersen,
IT-manager, ABEO Sportdivisie



Results and impact

The results of the collaboration are clearly noticeable within the organisation. Janssen-Fritsen now has a modern and future-proof infrastructure that grows along with the ambitions of the group. The IT environment is set up flexibly, allowing new companies to be connected easily and ensuring the continuity of services.

"We distinguish ourselves as an end-to-end IT partner, enabling organisations to centralise their IT with one trusted partner. This delivers clear advantages: less complexity, lower IT and operational costs, and consistent service quality," says Jesse Hogeboom, responsible for Large Accounts within Onited.

In addition, security has been significantly strengthened. Through centralised management and harmonised standards, the environment has become better secured and more transparent. Management is simpler, reducing the chance of errors and shortening response times in the event of incidents.

The modernisation also formed the foundation for a next step: the migration of Janssen-Fritsen to the cloud. This trajectory marked an important moment within the international digital transformation of Janssen-Fritsen. With the guidance and expertise of Onited, this transition proceeded smoothly and in a controlled manner, without disrupting business operations.

Moving forward together


What started as a technical trajectory has grown into a strategic collaboration. Together, Janssen-Fritsen and Onited are developing a security and infrastructure roadmap for the coming years. "They think along about the next steps, often without us having to ask," says Hans. "It feels like collaborating at a strategic level, not like a typical customer-supplier relationship."

The next steps have been set in motion: further harmonisation of security within the sports division, expansion of cloud solutions and modernisation at other locations. "What distinguishes Onited is their pragmatic approach: short lines of communication, switching quickly and yet structured. That is not self-evident in the IT world." – Hans Elbersen

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