

• CUSTOMER STORY



**Martinus Rail**

# Martinus Rail set to save **nearly \$1M** over three years with a strategic IT roadmap.

A1 Technologies delivered a 12-month ICT strategy that right-sized Microsoft 365 licensing, removed redundant tools, and hardened security — aligning IT spend with Martinus Rail's long-term operational goals.

INDUSTRY

Rail infrastructure

FOOTPRINT

Australia & New Zealand

SOLUTION

Microsoft 365 + ICT Strategy

ENGAGEMENT

12-month strategic roadmap



**~\$1M**

Forecast savings over three years

**120**

Inactive M365 licenses deactivated

**12 mo**

Phased ICT strategy & roadmap

ABOUT THE CUSTOMER

## An Australian-owned leader in complex rail infrastructure.

Martinus Rail is a leading Australian-owned rail infrastructure company, known for delivering complex, large-scale projects across Australia and New Zealand. Specialising in freight, passenger, and light rail systems, Martinus Rail is committed to safety, quality, and innovation — providing end-to-end services from construction and installation through to project management.

As a key player in the rail industry focused on operational efficiency and innovation, Martinus had concerns about the value they were receiving from their existing IT and Microsoft 365 setup.

THE CHALLENGE

## Outdated pricing, redundant licenses, and unclear budget allocation.

Martinus Rail approached A1 Technologies after concerns arose over their IT investment and the true value of their Microsoft 365 setup. A review of their current services and spending structure revealed outdated pricing, inefficiencies with legacy vendors, and unclear budget allocations. Redundant third-party licenses were overlapping with existing Microsoft 365 capabilities — presenting clear opportunities for cost savings and operational alignment.

THE SOLUTION

## A 12-month ICT strategy with a phased roadmap aligned to strategic priorities.

A1 Technologies delivered a comprehensive 12-month ICT Strategy structured as a phased strategic IT roadmap — designed to help Martinus Rail achieve cost efficiency, enhanced security, and alignment with their long-term priorities. Key initiatives included:

- 01 Cost consolidation** — Right-sizing Microsoft 365 licensing and removing redundant third-party tools. A1 identified ~120 inactive M365 licenses, deactivating them for immediate savings while ensuring every staff member had the right license.
- 02 Enhanced security** — Deploying advanced security protocols within Microsoft 365, including Microsoft Defender P2, to protect digital assets against emerging cyber threats.
- 03 Support for the internal IT team** — Ongoing guidance for smoother project rollouts and rapid troubleshooting, enhancing in-house efficiency.
- 04 Data governance** — Establishing data management best practices for integrity and compliance, aligning data assets securely within the Microsoft ecosystem.
- 05 Security awareness** — Building a program to help Martinus staff identify and mitigate cyber threats, fostering a culture of security.

*Our collaboration with Martinus Rail highlights the value of a tailored approach to Microsoft 365 and IT strategy in driving cost savings and operational improvements.*

CLINTON SHIELDS · HEAD OF SOLUTIONS, A1 TECHNOLOGIES



*A1 Technologies took the time to really understand our business inside and out. Their proactive approach and deep commitment to learning our operations made all the difference — we feel confident we have the right technology partner on board to help us grow.*

**Shelley Van Hoos**

Head of IT and Business Operation Systems, Martinus Rail

RESULTS & BENEFITS

## Nearly \$1M in forecast savings, stronger security, streamlined operations.

Following the rollout of the strategic IT roadmap, Martinus Rail saw immediate operational and financial benefits. The licensing optimisation alone forecast close to \$1M in savings over three years. Enhanced security measures fortified the IT environment, streamlined operations, and improved data governance — giving Martinus a roadmap that aligns with both their budget and their long-term objectives.