

# Cal-Chlor Corporation

## Case Study



Founded in 1982, Cal-Chlor began as a distributor of calcium chloride products into the oil & gas industry. Today, they are an integrated chemical packaging and distribution company. Technology plays a key part in their ability to collaborate across their five locations in three states.



### The Challenge

With locations spanning the better part of North America, from Louisiana to Michigan, all the way to New Jersey, Cal-Chlor is dependent on continuous communication across all sites. Prior to partnering with Velo, this communication was disrupted when a hurricane left their Lafayette, LA headquarters without power for three days. At that time, Cal-Chlor's servers were hosted on-site, in Lafayette, making it impossible for the other locations to access them. Production for the entire company was halted.

### The Solution

Through a comprehensive managed services partnership with Velo, Cal-Chlor was able to gain operational efficiencies and an integrated, collaborative environment across all locations. Resiliency in these

technology solutions was created with the implementation of a virtual private cloud.

Additionally, Velo assisted Cal-Chlor in transitioning to a new, third-party ERP consultant. Although this transition is outside of the typical MSP scope, it is a major component of the IT equation. A more experienced and capable ERP consultant has transformed the way Cal-Chlor utilizes their ERP software, creating efficiencies and keeping their software up-to-date.

### The Outcome

Cal-Chlor now enjoys seamless interconnectivity and operational capabilities across all locations. From a technology standpoint, each location can perform in the exact same capacity as another. Uninterrupted uptime and a proactive approach to improving IT systems and infrastructure with Velo has helped Cal-Chlor take advantage of new business opportunities.

*"Velo came in and was able to, from the beginning, look at what we had, document those things, and starting from scratch say this is what we need to get to to optimize the systems we're using."*

**- Todd Trahan, Cal-Chlor President**

