



## Case Study

How this Leading Industrial Distribution Company is Using Microsoft Azure & Office 365 to Better Service Customers, Increase Productivity

# Case Study

Headquartered in Cleveland, Ohio, OAM Equipment Solutions (formerly known as Ohio Addressing Machine Company) is a leading industrial distributor of commercial mailing and printing equipment throughout the regional Midwest. As one of the direct mail industries largest equipment suppliers, OAM's mission is to increase their



customer's efficiency and profitability by providing turnkey print, mail and packaging solutions.

"Because OAM supplies equipment and support for customers within a 350-mile radius, an IT infrastructure that allows for employees to work remotely was critical," says company President Tim Leciejewski. "We have sales people based in Chicago and Detroit, and service techs that are out of the office more often than not...so we really have to prioritize having the right technology in place so they can work efficiently anywhere."

"We started working with Harry and the Net Activity team in 2003; at that time, we needed to find an IT provider to support our network when we moved our computerized data to a Novell server platform. When I met Harry, his professionalism and "personal touch" made the decision to work with Net Activity an easy one."

Eventually OAM moved its data and network to Microsoft's SMB (Small Business Server) platform, and then to an in-house cloud solution. While each of these solutions offered the flexibility and cost benefits of cloud computing, problems with latency were an ongoing concern.

"We use ACT as our CRM, and Great Plains (Microsoft Dynamics GP) as our accounting software. We were finding that data on these platforms wasn't always populating in real time as quickly as we needed it to. After trying a few different fixes, moving over to Azure and Office 365 seemed like it might be the right solution for us."

## Making the Move to Azure and Office 365

After reviewing the connectivity and latency issues that were plaguing OAM, the decision was made to move to Azure, Microsoft's cloud services platform. Not only would this migration address the issues above, but the move would also reduce upfront costs even

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further, and provide more flexible IT solutions for the OAM team.

After Net Activity migrated the key systems to Azure, OAM was left with a secure cloud-based platform that offers better connectivity and more collaborative capabilities than ever before. With the migration of email and Office applications to Office 365 the ability of OAM employees to do their jobs remotely has been significantly improved.

“The instant updates are great...and not having the costs of a dedicated server really helps our bottom-line.” says Tim. “And...it’s been much easier for us to collaborate as a team, no matter where we are located.”

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## How Net Activity Plays A Role In OAM's Success

*Asked what it was like working with Net Activity, Tim quickly responded, "I really trust the entire team... they have been a great technical partner for us. Not only do they really know their stuff, but I can depend on them to follow through with whatever they promise. That includes not only Harry, but his entire team. They are all very professional and helpful, and handle our IT issues promptly. Just great support and service."*

## Is your business looking to better manage your technology?

**Contact the experienced professionals at Net Activity today at 216-503-5150 or [info@netactivity.us](mailto:info@netactivity.us)**