



## AssetNation Migrates from Hosted Exchange to Office 365 Exchange Online

Leading surplus and salvage marketplace transitions email to the Cloud improving consistency and disaster recovery.

“The transition was seamless.”

- Ken Smith,  
Vice President,  
Technology, AssetNation



### Company Overview:

Headquartered in Houston, TX, AssetNation, a Ritchie Bros. Company, is the leading online marketplace and solutions provider for surplus and salvage assets. The company is changing the way commerce is conducted for surplus, end of life, and salvage assets by combining best-in-class commerce technology, expert services, and a family of global online marketplaces. AssetNation’s expert services generate rapid returns and successful recoveries for sellers, as well as a wide selection of assets for 85,000 active buyers.

### Challenge:

Facing the issue of aging software and hardware and a disaster recovery plan calling for a move away from physical hardware, AssetNation wanted to set up Microsoft Office 365 Online service and migrate 100 existing Exchange hosted mailboxes to Office 365 Exchange Online. They were seeking an experienced Microsoft Cloud partner to activate Office 365 Online and help make a seamless transition.

### Solution:

AssetNation considered multiple Cloud partners, but awarded the business to Strategic SaaS. “We got quotes from multiple companies, but Strategic SaaS had the experience and competitive quote we were looking for,” said Ken Smith, Vice President, Technology, AssetNation. “Strategic SaaS took ownership of our project, and helped move the project forward by defining our specific needs.”

Strategic SaaS helped plan the transition by breaking it down into

## Executive Summary



### Client:

AssetNation is the leading online marketplace and solutions provider for surplus and salvage assets. Based out of Houston, TX, the organization serves 85,000 active buyers.

### Challenge:

AssetNation wanted to migrate approximately 100 users to Office 365 Exchange Online.

The client was seeking a cost-effective way to migrate users in order to meet the requirements of their disaster recovery plan.

### Solution:

In under 3 weeks, Strategic SaaS helped Asset Nation fully migrate to Office 365 Exchange Online and implemented a cloud-based email solution that eliminated the need for physical hardware.

As part of the implementation, Strategic SaaS worked closely with AssetNation to make sure end-users were not disrupted.

### Results:

As a result of the migration, AssetNation was able to accomplish their disaster recovery goals.

Using Office 365 Online has provided a more consistent email experience and proved to be a benefit to AssetNation employees.

four phases; Active Directory Synchronization, Mailbox Migration, Administrative Training, and Review.

In order to eliminate risk, a small sub-group of users was initially migrated to test the effectiveness of the migration and mitigate any technical users prior to migration of the entire user group. Strategic SaaS worked closely with AssetNation to handle individual mailbox migrations during a time period that would minimize disruptions to end-users. "The transition was seamless," Smith said.

When it came time to set up their accounts, the Exchange Online users received communication of set-up procedures. AssetNation was extremely impressed by the professionalism of Strategic SaaS and their availability to answer questions even after the engagement finished.

As a result of the partnership and timely transition, AssetNation was able to fully migrate 100 user mailboxes in under 3 weeks.

## Results:

By successfully migrating to Office 365 Online, AssetNation was able to accomplish their disaster recovery goals. In addition, the increased functionality of the Office 365 ecosystem has proven to be a benefit for the company. "Users have already mentioned a more consistent experience compared to our previous Exchange environment," Smith commented.



### Strategic SaaS

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Strategic SaaS is an experienced cloud services partner helping companies easily transition their core infrastructure, messaging, and unified communications to the cloud. We offer a full portfolio of solutions, including Email Migrations, Archiving and Encryption, Infrastructure as a Service (IaaS), Single Sign On, Desktop Management and SharePoint Consulting. Our entire approach is based on a cloud-based business model, allowing us to deliver affordable, efficient, and scalable solutions. With hundreds of exceedingly satisfied clients, we have the knowledge and experience to help companies harness the power of cloud computing