

Fitzpatrick Engineering Group partners with Advance2000's Cloud and Hosted Phone solutions to reduce IT management and save thousands of dollars on new technology.



“ Being a small business owner, I wear many hats. With growing and more demanding IT requirements, I was becoming the “IT Guy”. By partnering with Advance2000, I can now focus on my business. ”

Doug Fitzpatrick, Owner

Challenges

As a small business owner, Doug Fitzpatrick manages many business responsibilities. With CAD IT requirements growing, Doug investigated a cloud based solution in lieu of upgrading all of his computers. The accessibility of a cloud solution was compelling.

Solution

Advance2000's Cloud Computing and Hosted Phone solutions give Fitzpatrick Engineering an environment that is secure and accessible from anywhere, any device and any time.

Results

- ✓ By moving their IT requirements to the cloud, our in-office technology refresh was not required: a \$10-15K in amortization savings for Fitzpatrick Engineering.
- ✓ The solution securely provided flexibility. Employees can work from any location.
- ✓ On his weekends, Fitzpatrick no longer has to perform IT responsibilities for his business (upgrading 45 different programs) and fixing computer equipment (server, graphic cards, etc.).

Company

Fitzpatrick Engineering Group is located in Cornelius, NC with eight employees. They specialize in structural engineering solutions for commercial, institutional and health care buildings. They are experts in Building Information Modeling (BIM) which reduces design time while delivering more accurate information. The company was a 2012 and 2014 Belnspired finalist for Innovation in Structural Engineering.

Business Challenges

Being a small business owner, Doug Fitzpatrick was faced with many IT challenges: aging hardware, no consistency in operating systems (Windows XP, Windows 7), computers/servers not optimally configured to run efficiently and being the “IT Guy” on top of other management responsibilities. Fitzpatrick was taking his personal time on weekends to manage 45 different analysis and design programs across his business' eight computers and server. With a limited IT budget, Fitzpatrick wanted to eliminate his “hardware headache” and outsource this responsibility to an IT company.

The Solution

Fitzpatrick knew he had to make a quick decision because his hardware was aging and starting to have operational issues. He spoke with two other IT companies about cloud computing and he felt that these companies did not understand CAD technological demands in the A/E market. He connected with Senior Cloud Sales Consultant, Mr. Will Leger at Advance2000 to discuss his situation. Leger provided valuable insight that allowed Fitzpatrick to make an informed decision that going to the cloud was the right thing to do to for his firm.

According to Fitzpatrick, he selected Advance2000 because “they talk our talk” regarding AEC Information Technology requirements. In addition, Fitzpatrick recognized many of Advance2000’s customer base.

To support his business and maximize system performance, Fitzpatrick upgraded his public internet to a dedicated point to point fiber solution. He no longer has interruptions and connection problems that were evident during the trial period using public internet. Fitzpatrick states, “The lack of interruptions has been cost effective”.

Advance2000 provided to Fitzpatrick Engineering Group:

- ✓ 8 Cloud desktops
- ✓ File Server/Domain Controller
- ✓ 10 VoIP phones, with PBX hosted in Advance2000’s data center
- ✓ 20 MB private dedicated fiber from their office to Advance2000’s data center
- ✓ 1 thin client (used to access cloud desktop); aging computers will be replaced with thin clients when necessary
- ✓ 24/7/365 intimate customer service

The Future

During the implementation process, Fitzpatrick mentioned that the Advance2000 team was very thoughtful in their implementation of our cloud solution.

Fitzpatrick moved to the cloud because of the cost benefits and the decision continues to pay off. He’s able to keep all of his old hardware and improves productivity using Advance2000’s state of the art cloud environment. With a limited IT budget, he no longer needs to consider the cost of upgrading his aging hardware.

Why **Advance2000** ?

Fitzpatrick Engineering Group selected Advance2000 for the following reasons:

They explored other options and felt most comfortable with Advance2000 because of our architectural client base.

Advance2000 is very familiar with AEC requirements and CAD hardware demands.

Fitzpatrick saved \$10-15K in capital investment by going to the cloud. They are now accessing our state-of-the-art hardware and cloud resources through their existing, aging office computers without the need to replace them.

Personal relationship/customer intimacy. Advance2000 provided a compelling cloud solution, during the sales process, which helped Fitzpatrick Engineering make their educated business decision.

“ The ability to get your desktop anytime, any- where and have access to what you need through a cloud desktop is great. I can take my laptop anywhere and work just as efficiently as I can in my office. ”

Doug Fitzpatrick, Business Owner



One of Fitzpatrick Engineering Group’s Projects: Holston Medical Office (www.fegstructural.com)