

Lotus Notes Migration Offering

Quickly and Cost Effectively Move to Exchange Online



If you are a Lotus Notes customer that is interested in moving to Microsoft Exchange, you more than likely have had multiple discovery and assessment sessions over the past few years to determine if the business case exists to justify the migration. And if you are a typical Notes customer, you have probably come to the same conclusion as many other Notes customers have concluded that the cost justification does not exist due to the large number and complexity of Notes Applications you have in your environment.

We at Stratus Innovations Group have come up with what we feel is an innovative Solution Offering for Notes customers that will provide the financial business case and technical platform for justifying a migration from Notes to Microsoft's Exchange Online and Business Productivity Online Suite (BPOS).

Our Solution Offering

Our offering is based on immediately migrating your on-premise Notes environment to our Notes Hosting Center, moving your existing Notes environment and applications to a Cloud Computing model. Typically, by moving to our Notes Hosting Center you will see an immediate 10% to 15% cost savings compared to what you currently are seeing on a monthly basis for your on premise Notes hardware and software infrastructure and your systems management and maintenance costs.

After moving your Notes infrastructure to the Cloud, we then utilize our proven methodology to dissect and categorize your existing Notes applications and begin moving them to a pure Web-based collaboration platform based on Microsoft SharePoint Online. Based on the results of the analysis of your Notes application inventory, we typically start by moving the "low risk, low complexity" applications first, followed by the applications with the highest user population, and finally the "high risk, high complexity" applications.

Once the migration is complete, your entire user population will be using Microsoft Outlook or Microsoft Outlook Web Access as your email client and a web browser to access all of your collaboration tools and applications. At this point, your cost model will move entirely to a per user per month fixed charge, with a service guarantee of at least 99.9% service availability.

Migration Steps

Our migration methodology starts with a one-day meeting to review your existing Notes infrastructure, complete an inventory assessment of your Notes applications, and obtain your current cost model from both a hardware, software and people management cost perspective.

Once this is complete, we will then present to you our findings and recommendation of the business case to move to Exchange Online and BPOS. Factors that we use to determine the business case include:

- The number and complexity of your Notes applications
- The number of employees using the Notes for email and internal collaboration
- The number of servers you currently are utilizing for your Notes infrastructure
- The number of people you currently utilize to manage and maintain your Notes infrastructure
- Your preference or need for us to take possession of your Notes server hardware

Assuming a positive outcome for the business case from our findings, we then provide a detailed proposal to fully complete the migration, which involves the initial migration to a Notes Cloud and the process and timeline to fully migrate your user population to the Microsoft BPOS service and eliminate any need for Notes hardware or software infrastructure and costs in your environment.



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About Stratus Innovations Group

Stratus Innovations Group is a Technology Solutions organization that solely focuses on Cloud Computing and Cloud Services solutions. We founded Stratus Innovations Group because we strongly believe that Cloud Computing will deliver significant and immediate business value and Return on Investment to organizations that implement Cloud Services for their basic IT Infrastructure and internal application portfolio. Stratus Innovations Group is led by former Directors of Microsoft's Enterprise Field Sales and Services teams, who focused on incubating and bringing to market Microsoft's Business Productivity Online Suite (BPOS) Solution.

Why Stratus Innovations Group?

While Cloud Computing has become the latest "game-changer" and garnered all the buzz in business and technology circles, there are very few organizations and Solution Providers who truly understand Cloud Computing and the potential business value that this can provide. Most technology providers have developed a large, profitable business selling "on-premise" technology solutions to their customer base, and they see Cloud Services as a threat to their "3-year upgrade" business cycle and revenue stream. We only focus on Cloud Services solutions, which provide a deep technology focus as well as deep understanding of where Cloud Services can provide business value, and what scenarios would be not lead themselves to an Cloud-based deployment.

Additionally, our success at Microsoft was tied to understanding our customer's business, deeply understanding their business challenges and initiatives, and what solutions we could bring that either helped our customers increase revenue or decrease expenses. This is the core philosophy we have brought to Stratus Innovations Group, where we commit to only propose solutions that have measureable and immediate business value.

As you do your long-term technology planning, fiscal year budget planning, or overall strategic planning, we ask that you give us the opportunity to present to you our Cloud Services vision and where we think this will be of value to your organization. Our goal is to develop a trusted strategic advisor status with your organization which allows us to win your business and ultimately your trust in implementing Cloud Services solutions in your environment.

Our Cloud Computing Solutions Portfolio

We focus on the following Cloud Computing based solutions:

- Cloud Computing Assessments to help you understand if, where and when Cloud Services would provide value for your organization
- Email infrastructure solutions based on Microsoft's Exchange Online Service
- Employee Collaboration solutions based on Microsoft's Business Productivity Online Suite Service
- Applications based on Microsoft's Azure Cloud Computing platform that support mission critical business processes

How to Contact Us

You can reach us at (614) 939-1912, via the web at www.StratusInnovations.com/ContactUs.aspx, or via email at ContactUs@StratusInnovations.com. On our web site, you can register to receive our Cloud Services newsletter that discusses the latest technology updates in Cloud Computing as well as case studies of customers who have adopted Cloud Computing. We look forward to helping you build the business case and the migration plan for moving to Exchange Online and Microsoft's Business Productivity Online Suite.

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