



## Equity allow BMSI to take advantage of latest technologies through partnership

A look at how outsourcing their IT infrastructure to Equity has provided BMSI with cost savings and a reliable communications infrastructure for their nationwide team.

### eq support

BMSI was established in 1998 and quickly became an industry leader in the Building Energy Management sector.

Partnership is the cornerstone of the BMSI approach. For all of their customers, end users as well as Facilities Management and Mechanical and Electrical providers, BMSI work to thoroughly understand their customer's service needs so that they can tailor their offering. BMSI also adapt maintenance plans to the level each customer needs: covering everything from bi-annual maintenance for a single site to comprehensive 24/7/365 multi-site support solutions.

Furthermore, each customer receives the personal attention of a Contract Manager to ensure smooth communication and the efficient resolution of any contract issues.

BMSI's partnership approach, with its focus on understanding, flexibility, and communication, has resulted in long-term relationships with customers across an array of industries throughout the UK.

#### Challenge

BMSI had a complex requirement for IT solutions and wanted to migrate away from a traditional on-site server model to a more cost-effective and resilient cloud-based solution that would service their nationwide workforce. To undertake this key business

transformation, BMSI needed a partner who would provide them with the same level of flexibility and understanding that they pride themselves on.

#### Solution

**Cloud Applications**  
Equity have helped BMSI to migrate their existing applications to a cloud-based infrastructure by implementing Microsoft Azure, Sage 200, and Office 365 with SharePoint. This has enabled BMSI to take advantage of the increased efficiencies and security of the latest software technologies, at a greatly reduced total cost of ownership.

#### Solution

Outsourcing the day-to-day management of BMSI's IT infrastructure to Equity who support and understand their business.

#### Results

Increased flexibility of the BMSI workforce.

Capital and operational cost savings.

Provision of a reliable communications infrastructure for their nationwide team

### Cloud Infrastructure

The migration to the cloud has increased the flexibility of the BMSI workforce by allowing key systems and information to be accessed remotely, anywhere at any time. The migration was carried out seamlessly by Equity, with no

with BMSI to tailor a complete Sophos endpoint security solution that will be rolled out across their infrastructure.

### Communications

Communication is critical to BMSI's business operations. Equity have provided an

has an in-depth knowledge of BMSI's infrastructure and understands the requirements of their business, helping them remotely and onsite via their dedicated engineering team.

BMSI is a company that is reliant on technology to

able to take advantage of the latest technologies, including enhanced voice communications via cloud-based VoIP, improved disaster recovery and workforce flexibility through the migration of key applications and data to services such as Microsoft Azure and Office 365, and the improved safety and compliance of moving to an enterprise class endpoint security product.

This has provided BMSI with both capital and operational cost savings and provided a reliable communications infrastructure for their nationwide team. Most importantly, the day-to-day management of BMSI's IT infrastructure is now outsourced and supported by a partner who understands their business, allowing the BMSI team to be more productive and concentrate on providing front-end services to their customers.



impact on business continuity or customer relations. This allowed BMSI to reclaim valuable office space, at the same time as providing a cloud back-up process with built-in disaster recovery.

### Cloud Security

The migration of on-premise services to the cloud have increased the need for improved endpoint security. The original Equity supplied anti-virus solution had served BMSI well. However, it lacked the functionality and centralised management of an enterprise-class endpoint security product. The implementation of the GDPR has added additional requirements, such as data loss prevention and full disk encryption to BMSI's business case and a new solution was required. Equity have worked

enhanced communication solution that links BMSI's nationwide network of offices via a cloud-based VoIP solution that utilises dedicated fibre internet connection to carry all voice traffic. By unifying their communications with a cloud-based solution from Equity, BMSI have simplified their telephony infrastructure. This has enabled BMSI to scale their solution to fit the growing and ever-changing demands of their business, without the increased cost associated with on-premise telephony solutions.

### Support

Having a large nationwide team based in different locations, meant that BMSI needed a reliable support partner who would be available as and when the team required. Equity provide a support service that

ensure the smooth and secure operation of its business. Therefore, having an IT partner that provides the right solutions and the right service under one monthly bill has been vital.

### Results

Through their partnership with Equity, BMSI have been

**"Equity are a very capable and knowledgeable company who are there to support you and provide a personal service. We are really happy with the service we receive from Equity and cannot wait to see how this improves with the implementation of new solutions."**

**Darren Abbott - Director, BMSI**

**Call for a free  
consultation  
01753 668 668**

**or for more  
information visit  
[www.equitynetworks.co.uk](http://www.equitynetworks.co.uk)**