

# Win Wire Brief – Information Technology and Services

## Company & Situation Overview

**Company Overview:** This company, established in 1979, is a leading provider of business management software and solutions throughout the United States and Canada. They manage parts inventory, invoicing, reporting and more for dealerships. Industries they serve include Agricultural Equipment Parts and Service, Outdoor Power Equipment, Construction Equipment and Sales, Irrigation Parts and Equipment, Water Sports and Utility Vehicles, ATV Recreational Vehicles (RV's), Golf Cart, Marina, Lawn and Garden, and Hardware retail stores.

### Challenge:

The customer was experiencing higher than expected monthly costs on Azure with a pay-as-you-go model. They were having a hard time understanding their true usage and cost breakdown. They reached out for help on optimizing workloads and scaling applications. Ntirety is working with them on an ongoing basis to analyze and improve costs and ensure rapid deployments.

## Ntirety Solution

**Differentiators:** CloudOps assistance

### Products:

- Azure with additional DB Elastic Pools and App VMs

### Deal Size:

- \$5,368.64 MRR
- \$1,200.00 NRR

**Scope of Solution:** MSSP along with our governance module. The agreement also included the renewal of Cloud Operations, Monitoring Insights and OnDemand cloud services consulting which supports the company's Azure deployment. In addition, Ntirety provides Azure DR beyond Azure native DR.