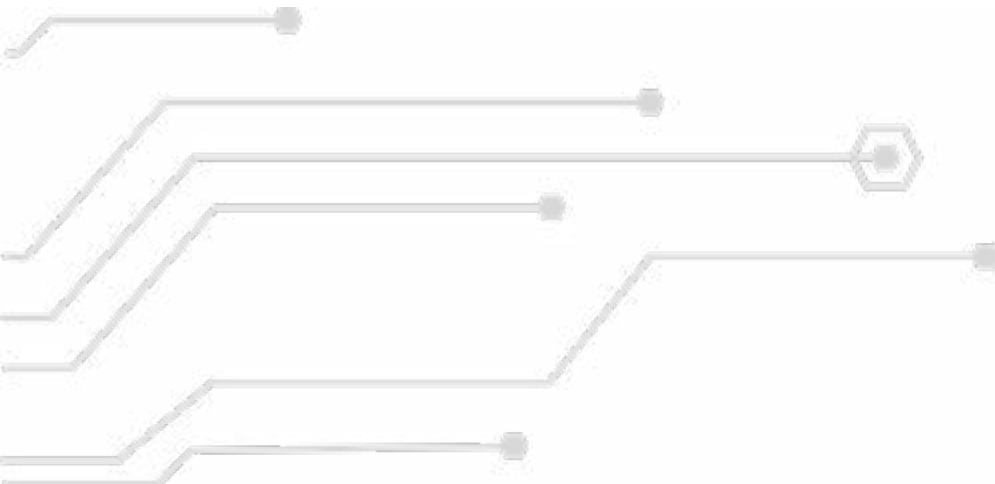


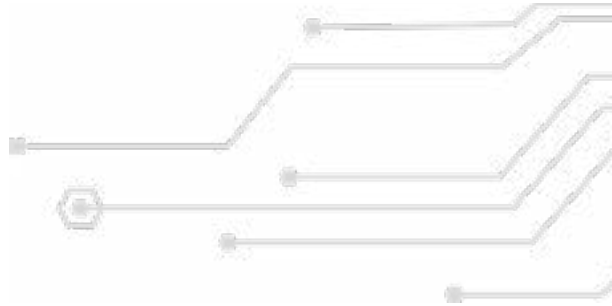


# IndustryPro Streamlines Operations and Expands with i.t.NOW Cloud Solutions

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Case Study





**Client:** IndustryPro

**Industry:** Mergers and Acquisitions

**Company Size:** 30+ employees (with multiple virtual offices)

### Challenge:

In 2008, as the global economy began to impact many businesses, IndustryPro CEO Fred Zirkle sought ways to streamline operations and reduce overhead costs. One of the major expenses was the company's professional office space, which included rent, utilities, and maintenance. Zirkle envisioned moving his entire team to a remote working model, which would significantly reduce the company's expenses. However, the challenge was how to transition the company's infrastructure to the cloud, enabling employees to work from anywhere while maintaining secure access to company data.

At the same time, IndustryPro was looking to expand rapidly by hiring remote employees, both nationally and internationally. To achieve these goals, IndustryPro needed a robust cloud computing solution that would provide flexibility, security, and cost savings.

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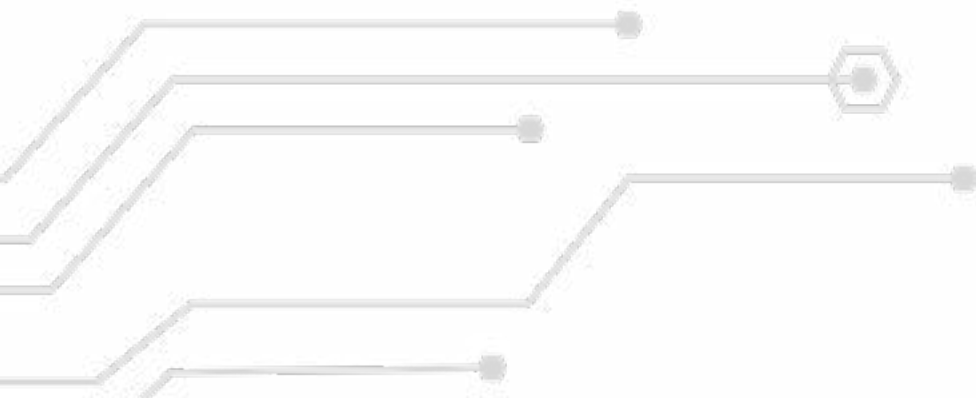




## Solution:

IndustryPro turned to i.t.NOW, a Utah-based provider of IT solutions, to help them implement a cloud-based business model. i.t.NOW's i.t.CLOUD offering was designed specifically to help small and medium-sized businesses reduce hardware costs and enable remote access to company systems and data.

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## Implementation:

i.t.NOW developed a custom cloud computing solution for IndustryPro, which included:

- **Data Migration to the Cloud:** i.t.NOW migrated all of IndustryPro's data to secure, off-site data centers, ensuring that the company's information was protected and easily accessible from any location.
  - **Remote Access Setup:** i.t.NOW configured secure remote access for each of IndustryPro's employees, allowing them to work from home or on the go using any device, including PCs, Macs, and tablets.
  - **Virtual Office Expansion:** i.t.NOW's cloud solution enabled IndustryPro to expand its workforce across different states and even internationally without the need for additional office space. Employees were able to access company files and emails securely from anywhere in the world.
  - **Cost Savings:** By eliminating the need for physical office space and reducing the company's reliance on expensive hardware, IndustryPro was able to save significantly on operating costs.
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# RESULTS

## Results:

Since partnering with i.t.NOW, IndustryPro has seen significant benefits, including:

- **Reduced Overhead Costs:** By shutting down its physical office and moving to virtual offices, IndustryPro cut substantial expenses such as rent and utilities.
  - **Increased Productivity:** Employees gained the flexibility to work from home or while traveling, with full access to the tools and data they needed to be productive.
  - **Expansion and Growth:** i.t.NOW's cloud solution enabled IndustryPro to grow from one expensive office to four virtual offices and a smaller physical location in Georgia. This flexibility allowed the company to expand its customer base and increase its bottom line without increasing IT costs.
  - **Secure and Seamless Cloud Transition:** With i.t.NOW's expertise, IndustryPro transitioned to the cloud without disruption, ensuring that all data and connections remained secure throughout the process.
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## Client Testimonial

“We had employees working on PCs, iPads, Macs, and other various hardware and software systems. With i.t.NOW, our transition to a cloud-based company was seamless. Our data and connections were secure, and we also saw a substantial increase in productivity without increasing our business IT costs. i.t.NOW has helped our company grow from one expensive office to four virtual offices and one smaller brick-and-mortar location in Georgia. The staff at i.t.NOW was very professional, and I would recommend i.t.NOW to any business looking to cut costs and expand its business.”

— Fred Zirkle, **Founder and CEO of IndustryPro**

## Why i.t.NOW?

IndustryPro chose i.t.NOW because of their ability to provide a seamless transition to a cloud-based system and their reputation for secure, scalable IT solutions. i.t.NOW's expertise in cloud computing and commitment to customer service made them the ideal partner for IndustryPro's needs. By working with i.t.NOW, IndustryPro was able to eliminate unnecessary overhead costs, implement a remote work model, and position itself for rapid growth.



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