

Microsoft INDUSTRY CASE STUDY | MAP Build the Business Case | CLIMB Modernize Platform & Data | SUMMIT Enable AI & Innovation | Frontier Firm™

Case Study: A National Convenience Retailer

From Single-Site Risk to a Recovery-Ready Estate, with $1.1M in Annual Savings Identified

Executive Summary

A national convenience and fuel retailer ran its payments, store support and franchise systems from one data center with no tested way to fail over. A single outage could take stores offline.

In five weeks, Teton Cloud replaced guesswork with a validated map of the full estate. That map gave leadership two decisions it could act on: a disaster recovery plan on Oracle Cloud, and a costed Azure roadmap that cuts annual run costs by 74%, or $1.1M a year.

$1.1M
Annual Savings Identified

74%
Run-Cost Reduction
$1.53M → $402K a Year

5 WEEKS
To a Validated Estate Map
400 Servers · 132 Apps

~6 MONTHS
Sequenced Migration
23 Waves · 3 Squads

Business Outcomes

- **Store Operations Protected:** A recovery plan lets payments, store support and franchise systems fail over to Oracle Cloud with no network changes, and fail back on a set path.
- **$1.1M in Annual Savings:** Moving to Azure takes run costs from $1.53M to $402K a year, a 74% reduction.
- **Decisions Backed by Data:** In five weeks, all 400 servers and 132 applications were mapped and checked with their owners. That replaced tribal knowledge and an outdated inventory.
- **Leaner Before It Moves:** Right-sizing removes 505 CPU cores, 491 GB of memory and about 52 TB of storage, so the business pays only for what it uses.
- **Low-Risk Path to Execution:** 23 waves over about six months. 107 simple applications move first for early wins, and the most complex systems get extra planning.
- **One Team, One Plan:** Network, security, app delivery and infrastructure teams now share a single recovery design, with documented runbooks.

Strategic Drivers

- ☑ Remove single-site risk from revenue-critical store systems
- ☑ Replace tribal knowledge with validated, owner-approved data
- ☑ Lower infrastructure run costs
- ☑ Give leadership a costed, sequenced roadmap it can fund
- ☑ Align IT teams on one recovery plan

> *Teton Cloud turned a single point of failure into a recovery-ready plan. It also gave leadership a costed roadmap that saves $1.1M every year.*