

TetonCloud

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

# Case Study: Leading Sales & Marketing Agency

## Executive Summary

This client's technology leadership needed a defensible path off an aging VMware estate before the next Broadcom renewal forced the decision — not another inventory exercise. Teton Cloud validated all 538 servers and 121 database servers against an incomplete CMDB, scored every asset for Azure readiness, and quantified $1.2M in annual savings alongside $469.9K in avoidable end-of-support risk. Delivered in three weeks, the engagement launched the client's CTO organization into an active Azure modernization — with Teton Cloud now leading the migration, backed by a board-ready business case and zero disruption to the team's priorities.

**$1.2M** Annual Savings Identified

**92%** Servers De-Risked, Zero Blockers

**$470K** 3-Year Risk Avoidance

**$714K** in annual right-sizing savings

## Business Outcomes

- **Trusted Infrastructure Baseline:** 538 servers and 121 database servers validated against an incomplete CMDB – a defensible record for every cloud decision that follows.
- **Immediate Migration Confidence:** 92% of servers (494 of 538) cleared for Azure with zero blockers – a ready first-wave migration list.
- **Quantified Financial Upside:** Three Azure pathways modeled — Rehost ($1.0M/yr), Modernization ($905.6K/yr), Azure VMware Solution ($1.2M/yr).
- **Savings Without Migrating:** $741K in annual right-sizing savings available today, independent of any migration decision.
- **Risk Retired Ahead of Deadline:** $470K in 3-year end-of-support exposure quantified across 444 servers before it becomes forced spend.
- **Now Modernizing to Azure:** Teton Cloud is leading this client's migration onto Microsoft Azure, built directly on this validated roadmap.

## Strategic Drivers

- ☑ Get ahead of the Broadcom/VMware renewal before it sets the timeline
- ☑ Replace CMDB guesswork with data the board can rely on
- ☑ Protect delivery velocity across a 20,000+ employee, global footprint
- ☑ Move from a validated roadmap straight into Azure migration
- ☑ Get a validated roadmap without diverting engineering time

> *Teton Cloud turned an incomplete inventory into a defensible roadmap, and is now leading our migration onto Microsoft Azure — without ever pulling our team off its priorities.*