FOCUSNET TECHNOLOGY

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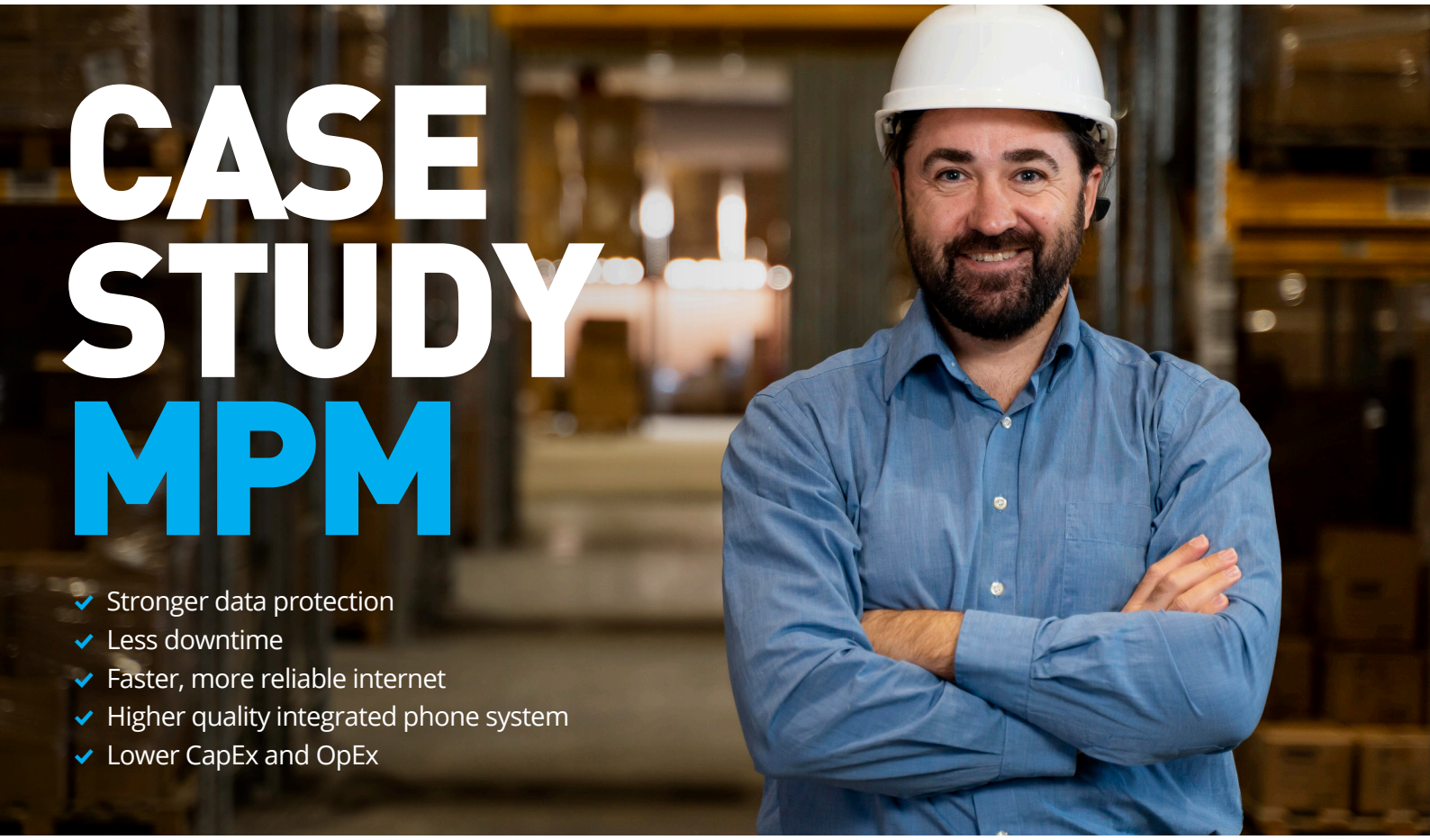
20 YEARS STRONG

Certified System Quality ISO 9001

Certified System Information Security ISO 27001

CASE STUDY MPM



- Stronger data protection
- Less downtime
- Faster, more reliable internet
- Higher quality integrated phone system
- Lower CapEx and OpEx

The Situation

Mechanical Project Management (MPM) is a diversified building and engineering company specialising in HVAC and mechanical services, with capabilities spanning duct manufacturing, modular building solutions and vertical transportation.

MPM has been a FocusNet client since 2004. After years of managing their IT on premises, and keeping a close eye on where the industry was heading, we approached MPM with a recommendation to modernise. Their environment was showing its age in three clear ways.

- Ageing servers nearing end of life
- Software due for upgrade
- PCs and hardware due for replacement

The Plan

A traditional end-to-end IT upgrade would have cost MPM more than $150k in capital outlay. Rather than replace like for like, our engineers assessed how MPM actually worked and identified the areas holding them back. From there we offered a simpler, more cost effective path that took the pain away without the heavy upfront spend.

The Outcome

Moving MPM to a FocusNet cloud solution removed the need to buy and maintain local servers, which took a large capital cost off the table entirely. It also changed the shape of their IT spend. Instead of unpredictable upgrade cycles, MPM now runs on a fixed price per user per month, so costs are known in advance and scale with the team rather than in lump sums.

The shift was about performance as much as cost. MPM's core line of business software now runs in a more stable environment with fewer interruptions, which means less downtime for the people relying on it.

The changeover itself was handled over a single weekend, so the team came back to a working system on Monday with minimal disruption.

Since that first migration we have continued to build on the relationship. We delivered a cloud phone system that brought down call costs without giving up call quality, and when MPM relocated their primary office they kept every existing phone number, something their previous carriers had told them was not possible.

IT ADVISORY

Strategic IT Consultation
Planning & Alignment
Comprehensive IT Reviews
Proactive Advisory

AI & AUTOMATION

CRM & Doc Management
Workflow Automation
Software Dev/App Integration
Web Quote & Bind

CLOUD SOLUTIONS

Secure Virtual Desktop
Microsoft 365 Management
Private/Public Cloud
Telephony

IT MANAGEMENT

Proactive 24/7 Support
Virtual CIO Services
Hardware & Software
Internet Services

CYBERSECURITY

Advisory & Consulting
Cyber Posture Reviews
Cyber Risk Mitigation
Staff Awareness Training

MARKETING

Growth Strategy
Branding Awareness
Website Development
Graphic Design