

## **Executive Summary**

An industry leader in custom spray guns and paint finishing systems, adhesives, mold releases, slip coats, and other liquid coatings. Their true low-pressure guns waste less material, improve working conditions, and give you more precision in your spray application.

Turbo Spray Midwest, Inc. has been providing cutting-edge technologies since 1980 and pride themselves on innovative design and quality work. The success or failure of a liquid coating operation lies largely with the atomizer and fluid controls. Their engineers design and machine equipment to custom fit your application.

### **Connectivity problems hindered performance**

KTS was contacted in early 2013 to seek assistance in implementing a Cloud solution. Their T1 communication link was proving unreliable due to their geographic location. As a result, the Microsoft Exchange system was losing connectivity to the internet regularly, creating unacceptable communication disruptions and lost productivity. Customers regularly were receiving undeliverable mail warnings which are a major cause of concern for any legitimate business.

After a thorough IT evaluation, it was shown that the desktop systems had more than 4 different versions of Microsoft Office installed. This poor strategic decision led to license keys sitting around in desk drawers with no centralized way to locate them, creating unnecessary havoc and disarray for the IT dept. Our initial proposal was to standardize the software and place all of the machines on a common version, a perfect fit for Office 365. This idea was immediately approved and we began implementation.

### **Project**

Using Office 365, we migrated all 30 of their mailboxes electronically one evening, standardized their Office software versions and seamlessly transitioned the entire organization overnight. End users, customers and executives could now rely on their email irrespective of their geographic communication disadvantage.

### **Results**

Turbo Spray email will not have to worry about returned emails ever again. Utilizing the wireless capability of mobile devices...i.e. Android phone, iPhone, etc... this still allows for connectivity even if the power goes out!

A competitor recommended to them to invest in a larger internet service provider, install new file servers, and purchase Exchange licensing. This would have required an extraordinary investment, not to mention expensive required in-depth training. No business can justify installing and maintaining on-site email system these days.

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After using Office 365 for just a few months, TSM discovered they had access to a FREE SharePoint environment. Now they utilize a document management system for the first time,

moving many of their critical documents to the cloud while eliminating worry about backups or retention of their emails.

They now have an Enterprise class mail system with rock-solid reliability and redundancy. Software licensing management and proof of ownership are just a click away.

On a humorous side note, after the closing of the project we ceremoniously emptied the Office Managers CD Software drawer right into the trash.