

Black Oak Associates: HALOTEQ wins bid with innovative expertise

Business Challenge

In 2008, Black Oak Associates, a regional, private equity developer specializing in retail and mixed use projects using green development technologies, began a campaign to separate themselves as the best shopping center developers and investors in their region. With a portfolio of existing projects that totaled more than one million square feet, Black Oak wanted to continue to improve in all aspects of their business, especially their IT capabilities to help strengthen their communications and reporting.

Solution

HALOTEQ separated ourselves from other bids by presenting a solution based around a full transition to the cloud, which would reduce risk, expenditures and reliance on hardware. As a company that understands the need for innovation, Black Oak adopted this forward-thinking approach, which allowed them to remove all their in-house servers, as well as allow for continuous back up of software and remote access. Additionally, the transition allowed the servers to run in parallel, allowing for next-to-no workflow disruption.

Goals & Metrics

In our ongoing collaboration with Black Oak, they have indicated that their basis for success would be measured through reliability and cost reduction. To date, they have been pleased with how few disruptions have occurred, and while the true cost savings cannot be realized at this point, they are already beginning to understand the benefits of this long-term investment.

TESTIMONIAL / CUSTOMER SUMMARY

"HALOTEQ was one of 3 firms that we consulted with, but after they reviewed our capabilities and presented their ideas, it was clear they offered the most complete and innovative expertise."

"As a company, whenever possible, we would rather think 10 years ahead instead of 3. HALOTEQ's solution of skipping soon-to-be antiquated hardware in favor of the cloud system represented the exact type of solution we needed."

"The transition to the cloud was very well thought out and planned, the execution was seamless, and post-transition issues have been handled quickly, efficiently and professionally."

