

Case Study

Efficiency Company Optimizes Productivity with Office 365

The Background

Efficiency³

Energy Efficiency Made *Simple* and *Fun!*™

Founded in 1987 and headquartered in Falls Church, VA, Efficiency3 (E3) is a performance management company that provides energy and facility management programs for commercial, governmental, and institutional organizations. E3 helps organizations quickly identify, quantify, and monetize hidden operating and financial savings opportunities enabling them to enhance the efficiency and effectiveness of facility management and operations staff.

The Challenge

A rapidly expanding company, Radiant Blue was quickly outgrowing its technology. And its recent acquisition of another company added a layer of complexity to an aging infrastructure who was due for a refresh. Robert Clark, Director of Information Technology for Radiant Blue says, "Between our rapid growth and acquisitions, our phone and data systems were lagging. Our company grew, but our technology couldn't keep up."

Lack of system scalability was causing costs to skyrocket and users were experiencing several outages. Clark knew his firm needed to upgrade to a solution that was scalable and expandable for his firm's growth and future acquisitions. As a service provider, Clark would also need a solution that his contractors and any additional new company acquisitions could use that would be acceptable to his customers.

The Solution

As a performance management company, the firm has many users accessing large files at one time. E3 needed a solution that could enable multiple users to share files quickly and easily. "We needed to be able to share and collaborate internally, but also be able to send files to our clients," says Zaloom. After consulting with Zaloom on his goals, budget and timeline, Nortec recommended Office 365. "The implementation went perfectly," says Zaloom. "The workflow was flawless."

The SharePoint component of Office 365 enables E3 to share the files and apps easily with workgroups and clients, facilitating collaboration and information sharing. Zaloom says that the SharePoint upgrade alone would have been enough of an advantage to move to Office 365. "We'd had SharePoint 2010," says Zaloom. "But Office 365 gave us the latest version and it is remarkably better and faster than the old one."

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The Benefit

"Our business moves so much and so fast, Office 365 really was a game-changer for us," says Zaloom. Office 365's integrated solutions and built-in management tools have allowed E3 to move well beyond

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its former capabilities. “We’ve taken what we’re able to provide our clients to a whole new level,” says Zaloom. “And we’ve improved our delivery time by a factor of 10 at least.” The economic impact of a cloud solution is also a benefit to E3. The firm’s Office 365 subscription provides all the latest upgrades and licenses. “We don’t have to purchase upgrade licenses or spend time upgrading users. We just have it automatically,” says Zaloom. “And I didn’t have to spend thousands up front – I can amortize the fees over time, which is much more cost effective for my business.”

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