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# Office 365 Case Study



## Fast Facts

**Customer:** RedSeal Networks

**Website:** [redsealnetworks.com](http://redsealnetworks.com)

**Number of Employees:** 163

**Country or Region:** United States

**Industry:** IT services

**Partner:** InfinIT Consulting

### InfinIT Profile

InfinIT Consulting is a Tier 1 Cloud Champion and was named West Coast Cloud Partner of the Year by Microsoft.

Additionally, InfinIT is one of the top 1% of Microsoft partners worldwide and helps thousands of clients across the globe.

### Software and Services

Microsoft Office 365  
Microsoft Exchange Online  
Hosted Windows-based environment

**Contact us to discuss  
your unique needs**

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San Jose • Seattle

## Cybersecurity Firm Switches to Cloud with Help from InfinIT Consulting, Lowers IT Costs

“Thanks to Office 365, we’ve reduced our monthly costs, enabling us to focus our resources on product development and customers rather than on IT support. As a venture-backed startup, that’s critically important.” -*Steve Hultquist, Chief Information Officer, RedSeal Networks*

### Business Needs

RedSeal Networks develops products that help ensure organizations’ IT security processes are working the way that they’re supposed to. Years ago, when the company had only a few employees, RedSeal chose low-cost options for much of its infrastructure software, including Zimbra Collaboration Suite running on Red Hat Linux for email and calendaring. As the company grew, this option—based on open-source technology—was not able to support the company’s rapid growth. “Zimbra became too cumbersome and labor-intensive to manage, wasn’t reliable enough, and didn’t offer the performance and multiplatform support we needed,” explains Steve Hultquist, CIO of RedSeal.

### Solution

To address these issues, InfinIT helped RedSeal move to Microsoft Office 365 for enterprise-grade email, calendaring, and collaboration capabilities. Through InfinIT’s guidance, RedSeal evaluated but rejected Google Apps for Business, realizing that Office 365 would better support ongoing growth. InfinIT set up hosting of ADFS (Active Directory Federations Services)

in their iDNA Private Cloud environment to allow single sign-on to Office 365. This freed RedSeal from having to purchase new hardware or licensing and made way for InfinIT to rapidly spin up the environment in less than 24 hours.

### Benefits

Hultquist found that Office 365—and particularly Exchange Online—is a robust solution supporting several key areas for RedSeal, including:

- **Dispersed, mobile work force.** Employees now easily access their email and calendaring services globally from multiplatform web browsers and mobile devices.
- **Cost-cutting cloud strategy.** RedSeal has improved cash flow with subscription pricing and cut costs by redeploying two IT employees and reducing on-premises software and server management.
- **High reliability and usability.** Says Hultquist, “With Office 365, we don’t get complaints about email and calendaring anymore. It just works. Everyone’s pleased with it, especially our CFO.”