

# Swim USA

“Our experience with Fusion Connect over the past 10 years illustrates their commitment to industry-leading levels of service, support, and customer focus. We gladly recommend them to anyone looking to shift workload into the cloud and transform their business operations.”

— Peter Sebastianelli, Director of IT & Information Security



## SOLUTIONS

- Fusion Connect performed a benefit analysis of MS 365 licensing costs vs. the legacy environment. Factors included: cost of legacy agreement, MS 365 seat types and quantity limitations, feature sets, pricing, software requirements, and mailbox sizes.
- Swim USA concluded by migrating to MS 365, they would be able to enjoy additional features with significantly lower maintenance and costs.



## RESULTS

- Swim USA has been able to establish a predictable and scalable service model for MS 365 and email resulting in lower overhead for the IT department.
- Fusion Connect managed the migration from a legacy email system. “An on-premises email system migration to the cloud is no small effort, and Fusion Connect handled it in expert fashion,” says Peter Sebastianelli.
- Peter continued, “Utilizing Fusion Connect as our email MSP has enabled our IT dept. to focus on supporting and growing the business, instead of maintaining a substantial amount of commodity technology.”



## CASE STUDY

INDUSTRY: Manufacturing, Retail

# SWIM USA

SWIM USA is a premier partner for branded, licensed and private label swimwear. For over 80 years, SWIM USA has been the industry leader in design, fit, pattern making, merchandising, research and development, innovation and sourcing. The company specializes in women's, missy and plus size swimwear as well as men's, juniors and related cover-ups. SWIM USA's goal is to manufacture and produce the best quality fashion swimwear in the market, focusing on continuous quality improvement, total customer satisfaction and constant innovation.

<https://www.swimusa.com>



## EXPANDING DIGITAL FOOTPRINT

Swim USA and Fusion Connect first connected in 2009, through a company acquisition, one which had a small Hosted Exchange subscription. As Swim USA grew and transformed in the pre-Microsoft 365 era, they found Fusion Connect to continue to be a great business partner therefore opting to continue expanding their digital footprint. The combination of Industry Trends, Best Practice, Agile IT, Cloud-First Ideology and

Improved Service Delivery all prompted research into an MS 365 migration.

In August 2013, Swim USA migrated their legacy Hosted Exchange service to an on-premises Lotus Domino system comprising the bulk of corporate users, to Fusion Connect's Hosted Exchange platform.

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## COST SAVINGS

With the new Microsoft 365 system, Swim USA associates can rest assured that they continually have the latest version of Microsoft Office with all of the great benefits and features it offers as well as an IT team that is able to rapidly and effectively provision services to keep their teams productive - all while maintaining a predictable cost structure.

"When our associates have the right tools and services available to them, they are equipped

to do their job to the fullest. This translates into improved customer relationships, higher quality of work and increased responsiveness to customer needs. Don't be afraid to adopt a Cloud-First strategy after doing an appropriate risk assessment. There is little value in maintaining certain technologies in-house, email and Office licensing is one of those considerations," says Peter Sebastianelli, Director of IT & Information Security.



## THE FUSION CONNECT ADVANTAGE

### ENABLING THE CONNECTED ENTERPRISE

Optimize your business communications, costs, and continued collaboration from any place or device, with crystal-clear quality. Securely connect your business locations and remote workers.

### LEADING-EDGE TECHNOLOGY

Fusion Connect's optimized platforms leverage leading technologies, meaning seamless integration of solutions across your virtual and fixed technology platforms.

### DEDICATED SUPPORT TEAM

Our 100% U.S.-based expert tech support is available 24/7 to keep your business online and available regardless of the situation.

Visit [www.fusionconnect.com](http://www.fusionconnect.com) to learn more.

Or, contact a Fusion Connect Business Consultant today at **888-301-1721**.

