

The Prescription for On-premises Server Sprawl and Collocation Complexity

Pharmaceutical Company Increases Security and Manageability with Microsoft Azure



The Challenge

The customer is a specialty pharmaceutical company based in Atlanta, GA. This 300-employee strong team develops and markets prescription products for pediatric, cardiovascular, neurology, and hospital markets.

When the customer's substantial on-premises server footprint and third-party collocation environment became too complex to manage, they turned to the experts at Connection for help optimizing costs and regaining control. They wanted to reduce their on-premises footprint and reevaluate their reliance on collocation services delivered through the third-party hosting provider. With sensitive data at risk, security and compliance were top priorities, and the team was excited to build a new server environment around the latest cloud technologies, security solutions, and industry best practices.

The Solution

Working with Connection to explore their upgrade options, the customer quickly zeroed in on Microsoft Azure as their platform of choice. Rehosting their servers in Azure offered the manageability, security, and performance they needed to support their existing workloads—while also delivering the ability to scale as their business needs evolved.

Start with a Migration Assessment

Connection conducted an Azure Migration Assessment as a starting point, delivering the data-driven insights the customer needed to move forward with confidence. After providing a CSP Azure subscription, the team configured landing zones—referencing Microsoft's Cloud Adoption Framework—and worked with the customer's hosting provider to ensure a seamless transition with minimal disruption to business operations.



The Experts Behind the Big Lift

Security was a primary concern throughout the project—including the migration process—and Connection’s engineers opted to export the virtual machine disks and re-import them on the customer’s on-premises infrastructure, instead of using the third-party hosting provider’s vCenter infrastructure. This allowed the team to deploy the Azure migration appliance on premises and avoid exposing the customer’s virtual machines to potential security threats in a multi-tenant co-lo environment.

In preparation for the move, Connection’s specialists compiled a PowerShell script to deploy a hub-and-spoke VNet with address spaces, subnets, peering, and a virtual network gateway device with an IPSec site-to-site VPN tunnel that provides secure connectivity to on-premises resources. They scripted the deployment of two domain controllers configured for high availability and added domain controllers to the existing Active Directory forest. Armed with meticulous planning and insights gained during the Migration Assessment, the team was able to migrate the servers to Azure and redirect all traffic to the cloud instance on schedule.

Extra Security and Control

As an added layer of defense, public IPs and Remote Desktop Protocol (RDP) access to the servers were disabled on the customer’s Azure virtual machines, and the team deployed Azure Bastion to give server administrators convenient, secure management capabilities. With Azure Defender enabled across the environment, the customer receives continuous security

analysis of their cloud services. The Connection team also deployed Microsoft Defender Advanced Threat Protection across all of the customer’s Windows 10 devices to help protect their network and provide a single management portal for endpoints.

The Results

Migrating server workloads to Azure and implementing new cloud-powered security solutions enabled the customer to reduce management complexity and security risk while increasing availability and scalability. They gained greater control of their server environment by transitioning away from third-party collocation and adopting a powerful suite of Microsoft resources and tools. Connection was right by the customer’s side throughout the process, helping them explore their upgrade options, identify the right solution for their goals, and navigate the migration to Microsoft Azure. The end result? One happy customer with an Azure environment designed to optimize costs, strengthen security, and streamline manageability.

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