



Spring Studios modernise their workplace, free up funding and gain extra flexibility

Customer Profile

Industry: Marketing & Advertising

Founded: 1997

Spring

Overview

Spring Studios delivers creative, production, studio rental and events services in London, New York and Milan. Thanks to Bytes, the company has been able to modernise its workplace and switch to a more flexible OpEx-based IT strategy.

Challenge

Traditional licensing models involved significant capital expenditure, which did not fit with Spring Studios' procurement strategy. Instead, Spring wanted the ability to increase or reduce licenses on demand, as well as working towards a cost-efficient cloud and on-premise setup. The company needed a trustworthy partner to help it to achieve these goals.

The Bytes Solution

After talking through the issues with Spring in detail, Bytes put together a comprehensive cost modelling exercise to find Spring their ideal solution. From this, Spring decided on the Cloud Solution Provider (CSP) agreement with Microsoft, which Bytes manage with their on-site IT Team. This provides a monthly rolling contract with the ongoing flexibility to only pay for the licenses needed. Spring can now take advantage of the full Microsoft stack (Office 365, Dynamics 365 and soon to be Azure). This has ensured the workplace has kept up with modern technologies provided by Microsoft. Through working with Bytes, Spring have also highlighted other areas for improvement and where switching to an OpEx model would create and free up budget for Spring to use in other much needed areas of their hardware. Bytes Technology Specialists have worked with Spring across their storage and virtualisation estate to seek improvement and efficiencies within their setup. They have recently purchased Barracuda Total Protection, adding on email security to their tool set.



Bytes took a proactive approach to understand our business requirements which benefited us in many ways. Our Account Manager has always been on hand to discuss options or opportunities. Bytes are easy to work with and their all-round software knowledge is first class.

Systems Administrator | Spring Studios

Benefits

The transition to the monthly billed Microsoft CSP model has freed up resources, enabling Spring Studios to run a tighter ship around licensing and technology. The CSP program carries no upfront costs and offers a better price point than alternate agreements, so Spring has made additional savings. Spring now have the advantage of more logical billing that reflects their license usage and provides the flexibility they needed.