

Solutions & Success
The Inside Story

Corporate Networks' Cloud Services Help HVAC Solutions Ltd. Save Money & Stay Productive

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– **Brad Lucier**, VP of Operations
HVAC Solutions Ltd.



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HVAC Solutions Ltd. was founded in 2004 to help building owners reduce their operating costs for HVAC equipment.

In the nearly two decades since then, the company has grown to become a one-stop-shop for building owners and managers. They work with partners to facilitate and manage fire safety, plumbing, electrical, and more.

Since 2006, HVAC Solutions Ltd. has relied on Corporate Networks to handle everything IT-related for them. From day-to-day IT support requests to the ongoing management of their cloud platform, HVAC Solutions Ltd. relies on the Corporate Networks experts to keep their IT optimized.



Corporate Networks' Surric Is The Perfect Cloud Solution For HVAC Solutions Ltd.

The most important service we provide for HVAC Solutions Ltd. is the delivery and management of our cloud solution. We're proud to offer Surric, an integrated and high-performance cloud solution designed to meet the needs of our clients and help them avoid the damage caused by unexpected disasters.

"We jumped on Surric right away," says Brad Lucier, VP of Operations, HVAC Solutions Ltd. *"It really helped us."*

Fortunately for HVAC Solutions Ltd., they opted to migrate to Surric just before the 2016 Fort McMurray wildfire. Doing so protected their data and digital assets against the onsite damage caused by the inferno.

In fact, HVAC Solutions Ltd. needed to take care of their payroll just two days after the blaze hit Fort McMurray. Thanks to Surric, their team was able to temporarily move their operations to Edmonton and continue their work without missing a beat. All the information and apps they needed to handle payroll were easily accessible through the cloud.

"We wouldn't have been able to do that if it wasn't for Surric," says Brad.

HVAC Solutions Ltd. now enjoys a cloud-based solution that allows employees to log in and work remotely. Cloud servers, workstations, and assets are available to each and every employee, accessed from wherever they need them over a secure connection.

"By moving to the cloud, it removes that problem from us and gives it to Corporate Networks to deal with," says Brad. "I'm not an IT guy, so I rely on the experts."



What Does Surric Offer HVAC Solutions Ltd.?

Reducing Hardware

As already mentioned, one of the key benefits of the cloud is how it allows businesses to get rid of their onsite servers. This lets businesses reduce the money they spend on infrastructure and office space.

Fewer Expenses

By outsourcing its infrastructure to Corporate Networks, HVAC Solutions Ltd. offloads a range of management expenses. Utilities like power and cooling, and continuity expenses for evergreening hardware, support and liability are all covered by us—they just pay a simple monthly fee.

Easy Scalability

Cloud services have the unique strategic characteristic of being able to stretch or shrink to suit their current level of demand. This is especially useful for businesses of scale or companies that go through seasons of activity.

Remote Work Capability

This cloud feature allows HVAC Solutions Ltd. to work remotely as need be, which will give their staff members the flexibility they desire to have a more balanced home/work life.

Comprehensive Dematerialization

The cloud offers a number of ways to substitute virtual options for the company's conventional equivalents. Whether it's by storing data and apps offsite in a data center, accessing work at home instead of driving to the office, or by using VoIP and video chat to conduct meetings instead of traveling there in person, businesses can save money and reduce carbon emissions with modern cloud technologies.

OpEx > CapEx

Whereas Capital Expenditures (CapEx), on-premise IT solutions, are paid for upfront and see a gradual return over the following months and years, Operating Expenses (OpEx) are "pay-as-they-go". This client only pays for the cloud month by month, which vastly reduces the window between investment and return.

High-Level Support

IT doesn't just mean hardware and software—they need the right people too. With the cloud, HVAC Solutions Ltd. benefits from an expert team of engineers supporting the above to ensure the cloud services they rely on are functioning properly around the clock.

Data Continuity

In the event that an employee deletes any data in error, all HVAC Solutions Ltd. has to do is ask us to restore it. Using the cloud backups stored by Surric, we can restore lost data.

Safe And Inexpensive

Security can be difficult to manage because, as important as it is, it's often just as expensive. However, with the right cloud solution, HVAC Solutions Ltd. only pays a small monthly fee to gain access to enterprise-level security solutions offered to all other clients on this platform.



Corporate Networks Made Remote Work Simple For HVAC Solutions Ltd.

"We created a protocol where we're working from home," says Brad. "People can still sign in and still do their work from other locations."

IT resources have never been as important as they are now during the COVID-19 pandemic. In order for organizations to stay connected and productive while working remotely, they need the right technologies and processes in place.

Unfortunately, due to how quickly the pandemic developed, many businesses were unable to prepare for the shift to a remote work setting. Doing so would have required careful planning, methodical execution of new processes, and expert implementation of new technologies.

Fortunately for HVAC Solutions Ltd., they had Corporate Networks to rely on. Using Surric, we were able to quickly transition their staff to a secure and productive remote work setting.

"That was very powerful for us," says Brad.



Corporate Networks Saved HVAC Solutions Ltd. Thousands of Dollars

In one instance, Surric was able to save HVAC Solutions Ltd. a lot of money.

Brad had wanted to go fully paperless with their accounting solution but hit a considerable roadblock in the process. Their accounting software vendor told them that in order to go totally digital, they would have to upgrade all their hardware.

Brad investigated the project further and realized that doing so would cost HVAC Solutions Ltd. hundreds of thousands of dollars. Fortunately for them, they were already using Surric.

Corporate Networks hosted their accounting software in the cloud, using our robust offsite hardware, rather than upgrading anything at HVAC Solutions Ltd.'s offices. Corporate Networks now deals with the software vendor on their behalf, ensuring they can enjoy a paperless accounting solution without having to pay thousands of dollars or put in any extra work.

"Corporate Networks makes sure it's optimized and working all the time for me and my team," says Brad.



Corporate Networks Delivers Undeniably High-Quality Services

"They're extremely professional," says Brad.

Since switching to Corporate Networks, the HVAC Solutions Ltd. staff hasn't had to worry about their IT. They can trust that Corporate Networks is taking care of them day in and day out, providing a high-quality, local service their team can rely on.

"They will help you through anything they need, you just need to ask," says Brad. "They've been terrific to deal with."