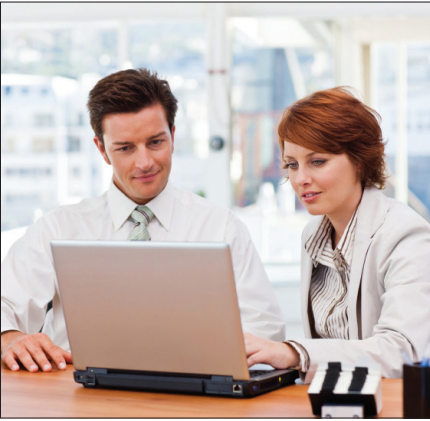


We've saved money, time and we have no scalability issues. In fact, we have had practically no issues with our new cloud-based system at all...

--Michael White of Harrison Gypsum



Harrison Gypsum Mining Company Moves Heaven and Earth from the Cloud

Background:

In 1955, Harrison Gypsum began as a small family-owned business supplying gypsum to the family farm and some neighbors. Over the years, demand for gypsum and related products began to steadily grow and so did the Harrison Gypsum company. With business expanding, capital investments were made to upgrade and modernize their mining equipment and improve their infrastructure. By 1994, the Harrison Gypsum mine #2 had emerged as the largest single gypsum mine in the United States. Today, the company has 200 employees and more than a dozen locations across Oklahoma and Texas. Currently, the total gypsum reserves of Harrison Gypsum Company are estimated to be more than a quarter-billion tons.

The company has always sought to leverage the right technology to achieve maximum efficiency and competitiveness. For Harrison Gypsum, that includes ensuring the company stays ahead of the game with not only its mining and manufacturing equipment, but also its IT infrastructure. Michael White is Director of Information Technology. He sets the IT strategy, including determining and implementing the best technologies that enable the company to meet its goals regarding operational stability and management as well as future growth. He found the answer to these goals in the cloud.

Challenge:

Harrison Gypsum had a room full of servers located in its corporate office in Norman, Oklahoma. This one room was home to all of the company's software applications, financial information, scale management system, emails and other critical data.

The challenge was the company was struggling with an aging, unstable IT infrastructure and White was tasked with determining the strategy for how to deal with it. Upgrading the servers, software and other IT infrastructure elements would be an extremely expensive proposition. The company was also embarking on an aggressive growth strategy that would put strains on the system as it was currently set up.

White had three criteria that were absolutely critical for any new approach to the company's IT needs.

1. Update the infrastructure to maximize operational efficiencies
2. Capitalize on common infrastructure while isolating system changes
3. Ensure additional capacity could be quickly and easily added as the business grows

Solution:

White made the strategic decision to go in a completely different direction than he had in the past. Instead of upgrading the old systems and servers, which were woefully in need of upgrading, he decided to get rid of them completely by moving all the business operations and applications to the cloud with the help of AirDesk Solutions™.

White had been introduced to AirDesk™ by a colleague who had worked with them in the past. The team at AirDesk™ worked to migrate Harrison Gypsum's business and IT operations including software, data and other applications to the cloud. This one strategy fulfilled White's three criteria and much more.

AirDesk™ puts your primary work applications in the cloud making them accessible from anywhere, on any device, at any time. A key feature of AirDesk™ is the ability to take established client-server and legacy applications and make them available from the cloud with the same user interface. Customers have access to 100% of the features and functions of desktop applications.

Convenient

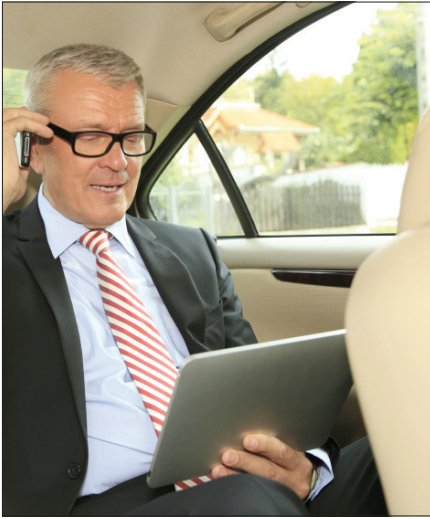
- Any Device – desktop, laptop, tablet, phone, scanner, digital fax
- Anywhere / Anytime – office, client, home, travel
- Easy and Efficient – works with all applications and documents
- Virtual Team Collaboration – share appointments, notes, and actions
- Touchless IT – backed up, redundant, secure

Scalable

- Microsoft Office applications
- Accounting and management applications
- Exchange/hosted eMail
- VOIP hosted PBX
- Microsoft SharePoint / SQL databases
- Numerous backup options

Secure

- Redundant servers with backup
- Failover power, cooling, and network systems
- Multi-factor authentication entry
- Biometric security scanners
- SOC 2 audited systems and facility



Following the migration, all the data and applications are now housed in a secure, off-site, world-class data center. This means they are protected from the triple threat of flood, fire and theft and an outage at one site will not impact any of the others. But what's more, AirDesk™ has made it possible for all Harrison Gypsum applications to be accessible from anywhere, on any device, at any time. All the software programs, even legacy logistics management or accounting software programs can be called up and accessed through a smart phone or tablet computer, which is an incredibly valuable option for a company with such a dispersed workforce.

All the Harrison Gypsum enterprise systems are housed by AirDesk™. This currently includes: Email, Virtual Desktop Interfaces (VDI), Logistics Management, Central Databases (SQL), Document Imaging and more.

As any IT professional will attest, onboarding new employees or integrating a new company following an acquisition can bring countless challenges. AirDesk™ has simplified the process and made it possible for Harrison Gypsum to grow by leaps and bounds unfettered by any technology or infrastructure issues.

Results:

White said the company's transition to the cloud via AirDesk™ has met and exceeded all expectations and provided significant savings on capital investments as well.

"By transitioning to the cloud, AirDesk™ saved us from a six figure investment in hardware and nearly half as much in software purchases," White said.

Furthermore, Harrison Gypsum has made two acquisitions and added eight remote sites during the last year without so much as a "hiccup" to their business operations on account of the cloud foundation provided by AirDesk™.

"We've saved money, time and we have no scalability issues," White said. "In fact, we have had practically no issues with our new cloud-based system at all and the support from the AirDesk Solutions™ team has been absolutely exemplary."



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