



Cisco-Eagle Moves Microsoft Dynamics CRM from On-Premise to the Cloud with SIS and Microsoft FastTrack

Cisco-Eagle provides solutions for the movement, storage, retrieval, control, and protection of materials and products throughout their manufacture, distribution, consumption, and disposal. They enable clients to get the right amount of the right material to the right place at the right time in the right sequence at the right position in the right condition for the right cost in a safe manner.

The Cisco-Eagle Situation

Cisco-Eagle made the decision to move Microsoft on-premise CRM Sales & Marketing online for future business growth. SIS nominated Cisco-Eagle for the Microsoft FastTrack Migration program and proceeded to identify gaps in their heavily customized version of CRM. SIS acted as an advisor to the internal CRM team at Cisco-Eagle.

About FastTrack

Until recently there has been no mechanism available for customers to easily move their on-premise deployment to the cloud. While complete automation is not possible due to the complexity of the solution, the Microsoft FastTrack Program and Toolset provide a way to perform a migration with the least effort possible.

At A Glance:

Employees: **200**

Location: USA

Industry: Material
Protection

Products & Services:

Microsoft D365 CE

Website:

www.cisco-eagle.com



About FastTrack cont.

The migration service provides a guided way to move CRM on-premise instance to the Cloud without the need of reimporting the data and thus reducing time and costs.

The process consists of several steps many are automated and do not require customer input. To qualify for the FastTrack program requires nomination by the Dynamics implementation partner.¹

The Cisco-Eagle Solution

It was SIS' role to ensure Cisco-Eagle understood how the new system worked and provide training for the new environment such as forgoing workflow used in on-premise CRM for Microsoft FLOW. SIS assisted with additional customizations including reporting services, adjusting the workflow, and data cleansing. SIS successfully replicated all of Cisco-Eagles years' worth of customizations necessary to carry forward.

The Digital Impact

The digital impact for Cisco-Eagle includes all of the benefits of working in the cloud. These impacts include lower operational costs such as no hardware maintenance, server maintenance, on-time updates, and planned updates. The digital journey to the cloud also includes less staff maintenance, less disaster recovery concern, and no power issues. See also the Microsoft Commissioned Forrester report discussing on-premise to cloud Return on Investment. [Read Report Here](#)

¹ Dynamics 365 On-Premise to Online Migration Process Overview August 2021

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