



## S&S Sprinkler Moves Microsoft Dynamics CRM from On-Premise to the Cloud with SIS and Microsoft FastTrack

### At A Glance:

Employees: **200**

Location: USA Industry:

Fire Protection Products

& Services: Microsoft

D365 CE Website:

[www.sssprinkler.com](http://www.sssprinkler.com)

Serving the Southeastern United States from Mobile, Alabama to Beaumont, Texas, S&S Sprinkler Company, LLC is the leader in the field of fire protection. They cover all areas of fire protection, including design, fabrication, and installation of wet and dry pipe sprinkler systems, special hazard fire suppression systems, fire extinguisher installation, maintenance, and fire alarm system installation.

Their focus is an ongoing tradition of providing outstanding customer service. The Company Values to which S&S Sprinkler Company employees are committed give them the foundation to succeed and be considered “Best in Class” in the Fire Protection Industry.

### S&S Sprinkler Challenges

S&S is a long-time customer of SIS beginning its journey as a Dynamics 365 SL customer. S&S originally installed Microsoft Dynamics CRM in 2015 on-premise moving from Salesforce. In 2022 S&S decided to look at moving to the cloud with a future roadmap expansion to Microsoft Dynamics 365 F&O and Microsoft Dynamics 365 Field Service. Their on-premise version of Dynamics 365 CRM interfaces with an on-premise version of SharePoint and they will be using SharePoint online with the online D365 Tenant.



## 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. 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.<sup>1</sup>

## The S&S Dynamics Solution

SIS nominated S&S, who was currently running Dynamics CRM on premise for Sales. SIS assisted Microsoft's migration of S&S from on-premise CRM to cloud-based Dynamics 365 CE with integration to SharePoint on-premise. All customizations were successfully migrated including automating the creation of folders to match the sales opportunity process. SIS replicated customizations using Flow.

## The Digital Impact

S&S quickly realized the digital transformation benefits of having the latest software for the platform. Having a lower cost due to not having to maintain their hardware, servers, disaster recovery, staff, or power issues. In addition, S&S had the confidence that SIS nominated them for the FastTrack program against tight requirements, as part of the SIS philosophy of Clients for Life.

<sup>1</sup> Dynamics 365 On-Premise to Online Migration Process Overview August 2021

Contact Us:

info@sisn.com  
1-888-844-6599

Learn More

 <https://sisn.com>

