

Partner Case Study: Bit-Wizards

Background

Founded in 2000 by Vince Mayfield and Louis Erickson, Bit-Wizards is a Florida-based software development house comprised of great engineers who love what they do. They excel at understanding the hard stuff, like how to move legacy databases to the cloud or how to move mainframe systems. Their strong engineering background makes it possible to address their customer's toughest challenges by offering solutions that communicate a deep understanding of their customer's environment as well as what's possible from an engineer's perspective. Fostering partnerships with companies like Microsoft and Movere that deliver wins for all parties involved has been one of their top priorities.

Bit-Wizards is the manifestation of the founders' vision to create a company where innovation and creativity flourished, where smart engineering solutions overcome customer challenges. The secret sauce is that Bit-Wizards understands their customers, and not by selling to them, but by developing relationships and helping them know they aren't in it for a short-term gain, but want a long-term relationship. Adhering to proven engineering methods has been integral on their journey to become the leading software development, digital marketing, and cloud information technology agency they are today.

Challenges

One of the most common challenges Bit-Wizards helps customers overcome is understanding what to move, how to move, and when to move to the cloud. Bit-Wizards realized it needed to adopt a reliable and accurate automated solution that would provide them with the data and insights needed help answer their customer's toughest questions efficiently.



Industry

Consulting Services



Size

50 Employees



Location

Fort Walton Beach, FL

"Our philosophy is you have to know where you are, to know where you're going. Movere gives us the information we need to know where to start."

- Sandy Bateh, Microsoft Practice Director at Bit-Wizards

Bit-Wizards began using Movere in a majority of their customer engagements to automate the collection of the data needed to assess their customer's environments quickly. By automating the collection, integration, analysis, and presentation of data from every device connected to the customer's network – not just inventory data but actual performance data – Movere provides Bit-Wizards with all of the information it needs to build an accurate and reliable cloud migration plan based on real data.

How Movere helps

If you want to grow, you need something like Movere to monitor what you're doing and how you're growing. The insights provided by Movere enable the constant visibility customers need throughout their journey.

Bit-Wizards uses Movere to help their customers optimize for cloud migration, and deeply understand their environments. Movere also

- Gives a foundation to know where to start.
- Enables a data and insight level-set across an organization.
- Collects and analyses the data needed for optimization before migration.
- Creates visibility throughout cloud migration journey, and beyond.
- Promotes customer retention and deeper customer relationships.
- Reduces spend - making room in budgets to do more

Summary

Bit-Wizards has had tremendous success in delivering creative solutions to some very tough customer challenges. Their engineers delight in the opportunity to build, design, and code custom solutions that make projects like migrating mainframe and legacy applications easier.

They also help tackle other customer challenges like optimizing current cloud spend, modernizing on-premises infrastructure, and developing a hybrid IT environment that accelerates innovation while keeping costs in check.

With the data and insights from Movere and the combined engineering, innovation, and creativity from Bit-Wizards, customers have what they need to grow their business with confidence.



Did you know Bit-Wizards is a Movere Platinum Partner?



For more about Bit-Wizards, contact Sandy Bateh at

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Movere is SOC 2 Type II certified!

