

Customer Case Study: Stein Mart

Background

Stein Mart is a national mid-tier fashion retailer specializing in creating an upscale department store experience at a discounted price. They carry everything from clothes, shoes, and accessories for the whole family to luggage, home goods and more. Since they were founded in 1908, customers have trusted Stein Mart to provide the best experience possible across their business platforms. With 293 stores across 31 states, plus steinmart.com, they provide contemporary fashion and unique home goods at a stellar price.

IT Environment Optimization

In 2018 Stein Mart hired a new Director of IT Technical Services, Maurice Louwerse, who was tasked to take a fresh, holistic view at their IT environment. They were currently spending \$60,000 per month on a Microsoft Azure subscription and wanted to migrate more to the cloud, but the cost was getting in the way. Maurice needed to know what systems they had, how efficient they were, what their server utilization was, and have a comprehensive view of their environment to optimize spend. To help tackle this challenge, Maurice reached out to Sandy Bateh, SVP of Microsoft Solution at Bit Wizards, to help find a solution. After priorities were set, Movere was introduced and within a week the engagement was approved.

When Movere presented the initial report, it was truly insightful. Movere collects performance level data from individual devices, bare metal to virtual machines, and cloud instances.



Industry
Retail



Size
10,000+ Employees



Location
Jacksonville, FL

“Between the data and insights we get from Movere and the exceptional analysis & services from Bit-Wizards, Stein Mart has the best resources possible to fully optimize our environment”

- Maurice Louwerse, Director, IT Technical Services, Stein Mart

Movere was able to quickly identify several devices that could be decommissioned, and others that could be easily moved to the cloud. More importantly, right-sizing cloud resources provided a financial quick-win without business impact. Additionally, the application dependency mapping in Movere ensured that there would be no negative impacts to the rest of their environment by making these changes. The first environment scan with Movere enabled Stein Mart to immediately save thousands of dollars per month.

Movere's Impact

Using Movere, Stein Mart was able to

- Optimize their existing Azure footprint
- Because of optimization, begin SharePoint Online migration to Azure without additional budget required
- Identify on-premise systems for optimization
- Assess additional workloads to move to the cloud
- Reduce cloud TCO by more than 10%

Continuous optimization

Movere provided Stein Mart with a comprehensive snapshot of their IT infrastructure, enabling them to fully understand not only **what** they have in their environment, but also **how** it is being used. This real-time insight enables the continuous optimization necessary to run the most efficient IT environment possible. As such, Stein Mart is able to identify new opportunities to right-size their Azure instances, ensure their on-premises workloads are consolidated and running as efficiently as possible, as well as ensure they are maximizing the value of their software licenses.

“With high-quality services and experience, Bit-Wizards has been a key partner in our digital transformation journey”

- Maurice Louwerse, Director, IT Technical Services, Stein Mart

Summary

Stein Mart already had a substantial subscription with Azure and wanted to migrate more to the cloud but needed a better understanding of their environment to make their plans a reality. By partnering with Bit Wizards, they were introduced to Movere and Movere was able to provide a comprehensive snapshot of their IT environment, saving Stein Mart several thousands of dollars per month immediately. By tagging their environment in Movere, Bit-Wizards brought visibility to each department's cloud spend and enabled Stein Mart to run their systems more efficiently. Currently Stein Mart is using Movere to evaluate the best way to move their SharePoint to the cloud

Learn more about how Movere can help you make smart decisions about your IT environment at movere.io

