

## HIGHLIGHTS

- Mimecast migration
- 16-week migration window
- Full GDPR compliance
- Enterprise level customer support

## CHOOSING ULTIMATE MIGRATOR

Ultimate Migrator is committed to delivering software that works. We help you move messaging data between platforms quickly, reliably and securely. We are asked to migrate some of the World's most complex messaging environments by some of the largest global organisations including banks and governments.

With a highly technical and business-aware team, Ultimate Migrator is focused on simplifying this notoriously painful process and providing a straight forward solution.

Ultimate Migrator provides a cost effective service that has minimum impact on users and reduces the demands on internal IT staff and the support infrastructure.

**ASK FOR A DEMO TODAY**  
[www.ultimatemigrator.com](http://www.ultimatemigrator.com)  
[sales@ultimatemigrator.com](mailto:sales@ultimatemigrator.com)



## Sanderson Weatherall

### The Customer

Sanderson Weatherall, a leading UK-based professional services firm in the property sector, approached our channel partner, EnterpriseRed, for assistance with their email archiving challenges. Given the need for GDPR compliance, it was crucial that their email archives remained fully accessible for the foreseeable future.

### The Requirement

Sanderson Weatherall had grown increasingly dissatisfied with their existing cloud archive provider due to declining service levels. This frustration was exacerbated when the provider significantly increased their archiving fees to what the client deemed an unsustainable level. Having lost confidence in their provider, the firm sought an alternative cloud-based archiving solution that could offer comparable cybersecurity and email scanning features.

The breaking point came when the client requested a quote to extract and return their archived email data, which spanned several years. The quoted fee of \$5,000 per terabyte was so exorbitant that the client felt as though they were being held to ransom. This was not just a financial burden but an emotional one, further compounded by worsening response times and deteriorating customer service from their provider. The relationship had completely broken down, leaving the client feeling trapped with no viable exit other than paying an excessive 'release' fee.

### The Solution

EnterpriseRed, having heard similar frustrations from other customers of the same archive provider, had recently developed a competitively priced package designed specifically to help affected clients migrate their data. The final piece of the puzzle was a software tool capable of extracting archived emails without having to rely on the provider's costly extraction service.

At the same time, Ultimate Migrator (UM) had released a new software connector that could achieve exactly this. With this tool in place, EnterpriseRed was able to present Sanderson Weatherall with a compelling proposition—one that not only matched their functional requirements but also made financial sense.

A financial analysis compared three scenarios:

- Paying the provider's extraction fee to migrate elsewhere.
- Using UM's extraction software, which reduced costs by over 50%.
- Remaining with the provider and continuing to pay high archiving fees.

Additionally, the analysis factored in a cost write-down over three- and five-year periods and accounted for hidden expenses such as reprocessing extracted data. The archive provider's extracted data was delivered in an

unstructured format, requiring further processing before it could be meaningfully used in Office 365.

The numbers made sense, and Sanderson Weatherall decided to proceed with EnterpriseRed. However, there was one critical requirement: the extraction had to be completed within 16 weeks to avoid renewing their contract with the incumbent provider. Given this tight deadline, UM played a key role in supporting EnterpriseRed throughout the process, from initial software setup to daily extraction management.

Despite initial technical hurdles, such as intermittent internet connectivity affecting the data repository, these challenges were quickly resolved. The extraction proceeded smoothly, and the deadline was met with time to spare. The process also included reformatting the data to ensure seamless integration into the new archive platform, preserving full accessibility for all users.

With the migration successfully completed, Sanderson Weatherall is now fully operational with their new cloud archive provider. Both they and EnterpriseRed are delighted with the outcome, having achieved a seamless transition while avoiding excessive extraction costs.

For more information, visit [ultimatemigrator.com](https://ultimatemigrator.com) or contact [sales@ultimatemigrator.com](mailto:sales@ultimatemigrator.com).