



## Case Study Highlights

**Country:** Multi-national based in Denmark  
**Industry:** Medical Devices

### Customer Profile

Headquartered near Copenhagen in Denmark, Ambu employs approximately 2,300 people in Europe, North America and the Asia Pacific. Since 1937, breakthrough ideas have fuelled Ambu's work on bringing efficient healthcare solutions to life within their fields of excellence – Anesthesia, Patient Monitoring & Diagnostics, and Emergency Care.

### Benefits

- Moving to a single email platform -- Microsoft Office 365 -- has allowed Ambu to communicate as one company, alleviating IT and end user issues with IBM Notes
- Binary Tree's high-fidelity solution enabled Ambu to migrate quickly and painlessly... using minimal internal resources
- Binary Tree's team of experts understood Ambu's environment and added value to the process
- As a result of using Binary Tree's Quick Start engagement, Ambu's network administrators were able to continue the migration rollout to nine additional countries on their own

## Binary Tree Provides Ambu with the Rx for An Intuitive Email Migration Solution

*"BinaryTree fulfilled all of our criteria. One of the other vendors had no support beyond their website and also did not offer licenses without a support plan; another was outrageously expensive. With BinaryTree, we got the support we needed. In the end, it was a no brainer. The team at Binary Tree were the only ones we felt we could work with to solve our problem."*

**Stuart Williamson, Senior Network Manager, Ambu**

### Overview and Situation of the Customer

Since 1937, Denmark-based Ambu has brought efficient healthcare solutions to life, providing devices and solutions to hospitals and emergency services throughout the world.

Ambu had recently merged with King Systems, a smaller company that was using Microsoft Exchange 2010 for its email. Ambu was using IBM Notes and had been experiencing growing pains—internally within IT, as well as with end users—so it seemed like an opportune time to migrate to Exchange. After looking into cloud-based solutions, Ambu selected Microsoft Office 365 as its email platform of choice and was ready to choose a migration solution provider.



### Selection Process

To select an appropriate vendor/partner, Ambu's network administration team decided to evaluate three potential providers. Their requirements were to select a vendor based on the following criteria.

- Not overly resource intensive
- Ability to offer a staggered deployment to accommodate 17.6 million emails and 1,000 employees in twelve countries
- An intuitive solution with an easy-to-follow process for their IT staff who would be performing migrations around the world
- Light system requirements with no extra or intermediary servers
- A solution that went straight from Notes to Exchange
- Technical support team with an excellent reputation and response time

*“The Binary Tree engineer did most of the work while we shadowed him. Now we’re in the 2nd phase of our migration, rolling out Microsoft Office 365 to nine additional countries, and are able to handle everything ourselves.”*

**Peter Lund, Network Administrator, Ambu**

## Solution

Ambu purchased Binary Tree’s CMT for Exchange along with a three-day CMT for Exchange Quick Start professional services engagement.

To prepare for the migration, Binary Tree provided Ambu with some simple instructions to help them ready their environment, followed by a WebEx with one of Binary Tree’s engineers. According to Peter Lund, Network Administrator at Ambu, “The installations went quickly. On Day Two, Binary Tree’s engineer configured the software for our environment; then we moved onto Day Three, setting up the migration locations—in fact, three different ones (China, Malaysia, and Denmark) in three days! The Binary Tree engineer did most of the work while we shadowed him. Now we’re in the 2nd phase of our migration, rolling out Microsoft Office 365 to nine additional countries, and are able to handle everything ourselves.”

## About the CMT for Exchange Quick Start and CMT for Exchange

In preparation for executing a full migration, the CMT for Exchange Quick Start is a remotely-delivered three-day engagement with a Binary Tree subject matter expert who helps the customer to get their Domino-to-Exchange migration up and running quickly with the CMT for Exchange software.

CMT for Exchange is Binary Tree’s comprehensive solution for migrating from IBM Notes to Microsoft Exchange Server and Office 365. It supports migrations from Notes/Domino 7.x/8.x/9.x to on-premises and online versions of Microsoft Outlook and Exchange, including to Exchange Server 2013/2010 and to Exchange Online in Microsoft Office 365.

Binary Tree is a singularly focused global provider of migration software and solutions for Lotus Notes, Microsoft Exchange, Active Directory, and Windows Server environments. The company is a Microsoft Gold Messaging Partner, an IBM Advanced Business Partner, and is one of Microsoft’s preferred vendors for migrating to Microsoft Office 365.

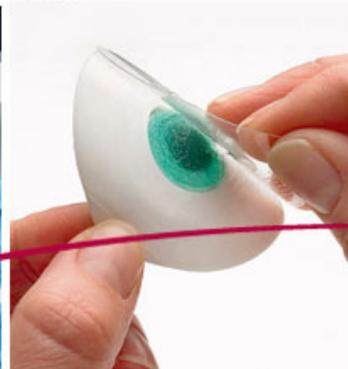
**From the perspective of a healthcare company like Ambu, Binary Tree had the right prescription: award-winning software, a support and engineering team second to none, and a hassle-free seamless migration process.**

## Ambu products

Anaesthesia



PMD



Emergency care



## Contact Us

For more information on Binary Tree, visit [www.binarytree.com](http://www.binarytree.com).

**Worldwide:** + 1 (212) 244-3635  
**Australia:** + 61 2 9037 0266  
**France:** + 33 977 197 087  
**Japan:** + 81 3 4578 1809  
**United Kingdom:** + 44 20 3514 2599  
**United States:** (800) 706-2913  
[sales@binarytree.com](mailto:sales@binarytree.com)  
[www.binarytree.com](http://www.binarytree.com)