



CASE STUDY

OPEX Technologies helps Orion Talent transform IT into strategic, value-driven role

Orion saves 15% in technology costs by increasing performance and scalability

SITUATION

The leader in military recruitment since 1991, Orion is breaking new ground by delivering the precision of Orion talent acquisition processes to a wider marketplace. Powered by the full force of a national sourcing and recruiting engine, Orion Talent Solutions™ helps businesses acquire skilled professionals, optimize recruitment processes and employ motivated, well-matched, military candidates.

With recent acquisitions and plans for aggressive growth, Orion needed to evolve IT's role as a more strategic and value-driven organization. The group was tasked with transforming the company's technology across all facets of the business to help increase application performance, on-demand scalability, lower costs and free the IT team to focus on more strategic areas of the business. Orion wanted an IT cost model that would allow the company to better budget and plan for growth.

+ SUMMARY

As a rapidly-growing talent acquisition company, Orion Talent needed technology that would increase performance, scalability and lower costs.

Under advisement from Opex Technologies, Orion implemented a host of solutions, including:

- Tierpoint for multi-tenant public cloud services
- Stratus Networks for primary-dedicated IP connectivity
- Various broadband providers for secondary-backup connectivity
- CloudGenix for SD-WAN services
- Microsoft Office 365 for Email
- Mimecast for email security, archiving and continuity
- Shoretel Sky for UCaaS

The company now benefits from better support and service from technology providers who manage IT solutions 24/7/365 and are a true extension of the Orion team.

+ IMPACT

- Saved 15% in technology costs
- Unlimited archiving
- 100% continuity to guard against Office365 outages
- Improved cash flow with better budgeting, expense forecasting and acquisition costs

SOLUTION

Orion relied on Opex Technologies, a hybrid technology brokerage and advisory firm, to represent the company during critical technology decisions for greater efficiency, accountability and value. Opex began the process with technical assessments around hosting and network architecture and technical and expense audits of existing service providers, including data center, cloud, telecom and mobility solutions.

After reviewing all their current technologies, budgets, plans for growth and available resources, Opex and the Orion IT team came up with a plan to implement the following:

- Move off a CapEx hardware, self-managed hosting [co-location] model to a public, multi-tenant, fully-managed hosting model with a public cloud-hosting environment
- Transition from a traditional MPLS network to an IP-based, multi-carrier SD-WAN environment
- Move from a POP3 email platform to Office365 with Mimecast wrap-around as an added layer of security, archiving and continuity
- Move from an outdated, on-premise PBX across five national offices to a hosted unified communications as a service (UCaaS) platform that integrates with existing CRM

15%
SAVINGS IN
TECHNOLOGY
COSTS

100%
CONTINUITY
GUARDS AGAINST
OUTAGES

OPEX WORKED
COLLABORATIVELY WITH OUR
TEAM TO TRANSFORM IT AND
INTEGRATE TECHNOLOGY AND
PROCESSES TO INCREASE OUR
PERFORMANCE AND SCALABILITY
WHILE BUILDING A TRUE
FOUNDATION FOR STRATEGIC
GROWTH. //

—Brad Hobgood
Partner, IT Director
Orion Talent

IMPACT

Deploying the right technologies into a growing company has paid dividends for Orion. The new solutions serve as a true foundation for the company's growth, increasing employee productivity and allowing them to do their jobs more efficiently.

Business value and other advantages include:

- IT costs are more strategic and predictable
- Better application performance, network monitoring, scalability for team growth, network disaster recovery and lowered costs
- Better email and collaboration service, support, features and applications
- Increased security against targeted threats such as spoofing, spamming, whaling and impersonation
- Improved productivity in many areas, including application performance, network visibility and redundancy, employee productivity and improved internal SLA across all platforms



To learn how you can leverage "as a Service" (aaS) technologies to drive performance, increase stability and lower costs at your company, email GoOpex@opextechnologies.com or visit opextechnologies.com.