

ProStratus

Disrupting the MSP industry for SMBs with faster, more efficient data migration

ProStratus

www.pro-stratus.com

- Founded in 1992 as an MSP delivering affordable, enterprise-level solutions
- Serving small and medium-sized businesses in 14 countries
- Helps smaller organizations move to cloud-based solutions



Challenges

- Eliminating inefficiencies when sharing data between sites
- Migrating services without any downtime
- Providing cost-effective internet access to SMBs

Solutions

- Lumen® Wavelength Solutions to extend the networks
- Reliable customer service, with a dedicated engineer, customer service rep and account managers
- Centralized administration centers and management applications

Results

- Ingenuity to solve complex client challenges when moving to the cloud
- Capability to establish fiber connectivity within 30 days or less
- Cost efficiencies enable them to create additional service bundles



<30 days

to stand up fiber connection

<5 mins

of downtime during server migration

Challenge

Serving SMBs with more accessible technology solutions

ProStratus is dedicated to providing enterprise-level data solutions to small and medium-sized businesses (SMBs). One of the biggest challenges SMBs encounter is accessing cloud-based services.

“We explain to the customers that it’s important to move services to the cloud not only for reliability and accessibility, but for the ability to expand and have security at a base level within the service that’s provided by the cloud services,” said Craig Terrell, CIO and CTO at ProStratus.

Providing solutions like these at an affordable price point isn’t easy. It often requires solving complex challenges that stand in the way of modernizing their operations. In one case, ProStratus had to migrate a customer’s on-premises hardware to a service model in a data center—without any downtime.

Solution

Solving complex customer challenges with Lumen® Wavelength circuits

ProStratus formed a partnership with Lumen more than a decade ago, and they asked the team whether there was a way to extend the networks and move the servers without reconfiguring them, eliminating the threat of downtime. Lumen suggested they use Lumen® Wavelength Solutions.

Wavelength offers circuits that allow the ProStratus team to connect multiple locations at a switch level without separate administration centers or management applications. It also saved money on migration costs because there’s no need for a separate tool to reconfigure servers.

“Using these products from Lumen, we’re able to have interconnectivity and management between customer remote locations, and also provide efficient and cost-effective internet access to companies that normally would not be able to afford full-out fiber internet connections,” Terrell said.

Lumen® Solution Set

- Lumen® Wavelength Services

“Partnering with Lumen has allowed us to provide data, security, and management services to customers who normally couldn’t afford these services.”

— Craig Terrell
CIO/CTO, ProStratus

Results and Future Plans

Encouraging growth and enabling customers to succeed

The result was the smooth migration of 182 servers with less than five minutes of downtime per server, eliminating the need for stressful conversations about downtime. The client continued operations without any effect on their end user.

“By using Wavelength, we were able to think outside of the box, extend the networks and provide a solution that even the data center providers didn’t think of,” Terrell said. “It allowed the customer to save hundreds of thousands of dollars on migration tools and have no downtime.”

ProStratus continues to turn to Lumen because they deliver. “With this partnership, we’re helping end-users utilize the latest technology and cloud services,” Terrell said. “Cost availability [no longer] inhibits SMBs from good, reliable, secure internet access.”

With Lumen’s expertise, ProStratus continues to create new service bundles and help customers modernize their networks, providing big wins to small businesses.

866-352-0291 | lumen.com | info@lumen.com

Current Lumen customer compensated for their endorsement

Services not available everywhere. Business customers only. Lumen may change, cancel or substitute products and services, or vary them by service area at its sole discretion without notice. ©2024 Lumen Technologies. All Rights Reserved.

LUMEN®