Fraser Bell, MD Of Northern Star Explains How Office 365 Saves His Clients Money!

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Fraser Bell is Managing Director of Twickenham-based Managed Service Provider [Northern Star](http://managedserviceexpert.com/it-support/northern-star-office-365-detail) who is one of Microsoft’s appointed companies delivering Office 365 to end user clients across the UK. The term Managed Service Provider means a support business who deliver their services over the internet which means they act as their client’s IT Department typically on a per machine per month basis. [Northern Star](http://managedserviceexpert.com/it-support/northern-star-office-365-detail) is a well-established business having been trading since 1997 and has great expertise on offer to clients; far more than any single IT manager would have!

[Northern Star](http://managedserviceexpert.com/it-support/northern-star-office-365-detail) realised the value of Microsoft’s Online Services (Software as a Service or SaaS) early on and have been actively selling what was Business Productivity Online Standard Suite (BPOS) which has now become Office 365. This has resulted their being allocated the status of Cloud Development Partner meaning they are one of the people most heavily promoting these SaaS offerings and now Northern Star manage hundreds of people and PCs now working on Office 365.

Operating in the 5-500 seat client space [Northern Star](http://managedserviceexpert.com/it-support/northern-star-office-365-detail) have shown the technology is now so well established that benefits of migrating to Office 365 are now based in the economics of making the migration. Indeed Fraser makes the point that it is hard to imagine any client not saving money and illustrates with a 50 person business, taking costs for electricity for their server, plus monthly antivirus, backup and support costs totalling over £500/month vs. a simple £2/user per month i.e. approximately £100/month total after making the migration to Office 365. It’s a compelling argument!The main stumbling block with migrating to the cloud remains one of perception; there is still a view that there needs to be a “box with flashing lights” on the premises to reassure the business owner that their data and their client data is “safe”. Anyone who has been involved with IT support knows exactly the opposite is true as on premises machines are vulnerable to:

* Hacking
* Theft of the “box with flashing lights”
* Physical damage (fire, flood etc.) to the “box with flashing lights”
* Apparently innocuous trivial accidental conduct by staff e.g unplugging the server to power the vacuum cleaner.

Migration to Office 365 means you do not need to worry about the physical security of either the data or the “box with flashing lights” as this is all managed by Microsoft to a far greater degree than would ever be possible in business imaginable. The other thing to appreciate that almost no clients have any kind of viable backup that would protect them in the event that they physically lose the “box with flashing lights” (either by theft or something as superficially mundane as a leaking toilet cistern) or suffer loss of the office by fire. This requirement disappears with Office 365 as full backup etc. is included with the SaaS offering.

The view that new technology is replaced on a cycle as the hardware wears out is now redundant. Regardless of where you are with these cycles, [Northern Star](http://managedserviceexpert.com/it-support/northern-star-office-365-detail) will show the hard cash savings from moving into the cloud are clear!

For more details see [here](http://managedserviceexpert.com/it-support/northern-star-office-365-detail)

<https://www.youtube.com/watch?v=AStdRtrOkMo>