American Enterprises International:

Modernizing Critical Systems with CloudFirst

CloudFirst

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Company Overview

American Enterprises International (AEI) provides direct sales financing for small businesses across the United States. Its IT operations were overseen by Chris Landowski, who not only served as IT Manager but also as the company's IBM programmer and developer.

Over the years, Chris developed and maintained AEI's entire application stack on the IBM i/AS400 platform, including payroll, accounting, contracts, and inventory systems.

The Challenge

AEI's IT infrastructure had become a major liability. To meet PCI compliance, the company was required to maintain a disaster recovery system, resulting in two aging AS400s running in parallel. Both systems were approaching end-of-life, and the costs of replacement were prohibitively high. While Chris had decades of IT experience, he was hesitant to move such critical IBM i workloads to the cloud, fearing a loss of control and visibility.

The CloudFirst Solution

CloudFirst migrated AEI's production IBM i system to Managed Cloud Hosting, complemented by Disaster Recovery-as-a-Service to ensure compliance and resilience. This modernized AEI's infrastructure without forcing the company to purchase new hardware. CloudFirst engineers worked closely with Chris to ensure a smooth onboarding process, with issues quickly resolved through the CloudFirst support portal. In addition, CloudFirst's snapshot-based restoration enabled instant recovery of virtual machines, something that was impossible with the legacy environment.

The Results

By eliminating the need to purchase two new AS400 systems, AEI now saves thousands of dollars each month on hardware, maintenance, and energy costs. Several Windows servers were also migrated to CloudFirst, enabling AEI to replace desktop PCs with Chromebooks, further reducing expenses. Most importantly, Chris can now dedicate his time to developing proprietary applications that drive AEI's growth, rather than maintaining hardware.

"Working with CloudFirst completely changed my mind about moving to the cloud. The migration and support have been seamless, and I can now focus on building the applications that drive AEI's business."

Chris Landowski, IT Manager,
American Enterprises International

Looking to modernize your IBM i environment while reducing infrastructure costs and improving compliance?

Contact us today: cloudfirst.host/contact-us
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