



CASE STUDY

Arbor Solutions:

Expanding Services Through Partnership



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Company Overview

Arbor Solutions, based in West Michigan, is an IBM Business Partner specializing in IBM i platform services, including migrations, upgrades, and application development.



The Challenge

As an IBM Business Partner, Arbor Solutions wanted to expand its offerings to include cloud hosting, backup, disaster recovery, and high availability, without investing in costly infrastructure. They needed a reliable partner who could deliver these services while allowing Arbor to maintain client relationships.



The CloudFirst Solution

Through its partnership with CloudFirst, Arbor Solutions leveraged Managed Cloud Hosting, Backup-as-a-Service, Disaster Recovery, and High Availability to expand its portfolio. CloudFirst provided the infrastructure, skills, and expertise while Arbor managed client relationships and migrations.

The Results

By partnering with CloudFirst, Arbor Solutions was able to deliver enterprise-grade cloud solutions to its customers, increasing sales opportunities and strengthening relationships. Clients benefited from reliable IBM i hosting, cloud backup, and high availability without disruption to service delivery.

"Partnering with CloudFirst has greatly expanded our service capabilities and allowed us to deliver reliable cloud solutions to our clients."

Management, Arbor Solutions

Looking to expand your IT services portfolio without heavy infrastructure investment?

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