



CASE STUDY

# Marston Holdings identifies significant cloud savings

Funds to be reinvested in modernizing company's case management platform

## Business situation

### How to get greater value

Marston Holdings is the UK's largest transportation and enforcement services company, helping governments and other clients manage their accounts receivable.

Before the pandemic, it sought new, innovative ways to optimize the value from its business critical case management system. Marston had already realized the value of quickly moving its infrastructure into Microsoft's cloud platform using a lift-and-shift approach, which enabled it to reduce the costs associated with an on-premises data center.

As Marston's long-standing strategic application partner, Avanade proposed an application modernization plan to enable faster access to new functionality that will help service the company's client needs and increase the value and efficiency of its [Microsoft Azure](#) investment.

## Solution

### Cloud optimization for cost containment

With the COVID-19 pandemic challenging all businesses and creating new constraints, Avanade found a creative way to fund the application modernization work by improving Marston's spend on cloud services.

We completed a Microsoft Azure cost profiling analysis using our unique approach, unrivaled IP solutions, and extensive experience and knowledge of the Azure platform. This strategy focused on identifying efficiencies and lowering operational expenditures across both the infrastructure and application components.

## Results

### Savings reinvested

The analysis provided Marston with a visualization of its estate and a full understanding of how the company can right-size its cloud landscape whilst keeping a firm handle on the associated costs.

By using an innovative gainshare model for the cost optimization project, and with significant potential savings identified, Avanade and Marston will continue to partner to evolve the modernization agenda. This will allow Marston to future-proof its case management system, reduce complexity to implement changes faster and ultimately respond quicker to emerging market demands.

"I was impressed at the innovative tooling and deep Microsoft expertise that Avanade brought to identify significant opportunities where we could reduce our Azure costs. The cost profiling has made us review how we architect our solutions to get the most value from Azure, at the best price."  
- Declan McGrath, CIO, Marston Holdings Ltd

## About Marston Holdings Limited

Marston Holdings Limited (MHL), the UK's largest judicial services company, to provide business critical application development and management, over the next four years, in a multi-million pound deal.

MHL provides judicial and other outsourced services on behalf of public and private sector clients. Its 6,000 employees process upwards of three million cases per year from and across 12 regional UK centres.



#### About Avanade

Avanade is the leading provider of innovative digital and cloud services, business solutions and design-led experiences on the Microsoft ecosystem. Our professionals bring bold, fresh thinking combined with technology, business and industry expertise to help make a human impact on our clients, their customers and their employees. We are the power behind the Accenture Microsoft Business Group, helping companies to engage customers, empower employees, optimize operations and transform products, leveraging the Microsoft platform. Avanade has 39,000 professionals in 25 countries, bringing clients our best thinking through a collaborative culture that honors diversity and reflects the communities in which we operate. Majority owned by Accenture, Avanade was founded in 2000 by Accenture LLP and Microsoft Corporation. Learn more at [www.avanade.com](http://www.avanade.com)

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