

Lee Baron connects applications and services by migrating to a future-proof cloud server solution.

For 40 years, Lee Baron has been reputable property managers for businesses in the industrial, office and retail spaces and beyond – anything from social housing to penthouses. As such, a dynamic combination of specialist applications and solutions are at the heart of day-to-day operations.



The Challenge

Approximately 160 employees required access to the Lee Baron servers – a legacy environment, consisting of a Microsoft Exchange, Microsoft Office and numerous bespoke applications.

Priding itself on creating a modern workplace, Lee Baron has already achieved a paperless office and rolled out some level of cloud computing.

The requirement was to take everything that was on-premise and use cloud services to provide employees with desktop and application access wherever they were – whether in the office, at a property, or working remotely.



The Solution

Lee Baron’s previous network facilitator was discontinuing the service for their existing hosted desktop and hosted exchange solution – which meant Lee Baron was forced to retire the system. The requirement was for a replacement solution with the same or, ideally, greater features and functionality, that could be scaled up and down as required. Based on experiences with the legacy system, Insight was able to identify some key features that would prove advantageous for the new system: a flexible license model that could be adjusted to the requirements of contractors or short term workers; the ability to monitor and archive emails to ensure no critical information was lost; and the scalability to install Office applications on multiple machines and devices.

The customer had shown an interest in a traditional EA licensing agreement, but when Insight presented Microsoft Office 365, combined with the value of Insight support, and the ability to cut costs by bringing what was previously separate Office Standard, Exchange and Archiving Tool systems together in one solution, it was an easy decision for Lee Baron to move to the Insight CSP programme. Office 365 fulfilled the customer’s requirements for scalability in both directions, and supported all existing applications and services used in day-to-day operations.



Quick Overview

Lee Baron pioneered a new approach in the commercial property management market by bringing all of its applications and services together in the cloud.

Insight provided a turnkey solution for Lee Baron, outlining a requirement for flexible licensing and billing that would translate into ongoing savings.

“We’re on our fourth iteration of cloud with the last three transitions being orchestrated by Insight. Our configuration is quite complex and not just a simple Office 365 roll out. Going forward it would be almost impossible to persuade me to choose another supplier.”

John Jackson, IT Director, Lee Baron



Overall, the entire presales and migration process took place in-house over a single weekend, connecting 160 virtual desks over nine servers across multiple Lee Baron sites – as well as by mobile employees. With monthly billing allowing for dynamic month-on-month licensing, and Microsoft Exchange providing a much wider feature set that encompassed everything in a single solution, Office 365 with Insight’s support was the best value option with the highest rate of performance.



The Benefits

Now, the primary objective has been achieved: with all of Lee Baron’s applications and services connected through the migration, every employee has a 50GB mailbox with cloud-based archiving as standard – eliminating the need to micro-manage individual mailboxes and making archiving an automatic process. Tablet users can take Microsoft Office applications anywhere, and update property listings, check in with other users, and respond to emails on a single server, on the go. And new employees are automatically assigned an Office 365 license through their Hosted Desktop, so the entire business can respond as it grows.

The solution implemented by Insight through the CSP programme delivered the monthly billing strategy, flexibility and feature set that Lee Baron identified as the key requirements. It also went further to enable ongoing support and future-proof extendibility. With the project complete, Lee Baron’s ambition of implementing cutting-edge technology in the commercial property management space has been secured.

John Jackson, IT Director, Lee Baron said, “Nowadays an IT support team for a setup such as ours would need to be experts in many technical disciplines which a small team would never aspire to. We would have needed in depth knowledge of data storage solutions, Windows Server, Active Directory, Exchange Server, Cisco, not to mention the ability to support our bespoke applications. It is just not feasible for an SMB. Not only has Insight freed up time for other projects, but they have taken away the worry of maintaining our entire corporate IT environment.”

“In the emerging era of cloud technology, I would find it hard to ever justify an on-premise solution for an SMB such as ours. This was the best thing we have done so far.”

John Jackson, IT Director, Lee Baron

The Results Highlights



Maximised capacity so every employee (office or remotely working) has access to a Hosted Desktop and Microsoft Office 365



160 virtual desks are using the solution over nine cloud servers



Connected the separate services and applications for a seamless flow of service and information



Delivered through the CSP programme flexible billing model - enabling Lee Baron to scale to requirements as it grows

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