F12.net™
Consider **IT** done.

Subscribing to F12 Infinite to Consider IT Done.

As a leader in the electrical trade and Alberta construction industry, Territorial Electric has left its mark as a respected and proven player in one of Canada's largest markets. With over 40 years of experience specializing in fast-track construction, engineered project delivery, construction management, and design-build and assist, Territorial Electric has been a pivotal partner to various industries, including healthcare, commercial, institutional, recreational, and more. This 100% employee-owned business has a mixture of full-time and contract employees on the road, in the office, or working from home and has maintained steady growth in company size, and project capability. Through its growth, Territorial Electric has embraced technology and innovation to remain a significant competitor in the industry while staying committed to its mission of providing quality workmanship at an honest price.

CLIENT OVERVIEW

Client Since: 2006

Industry: Electrical Trade & Alberta Construction Industry

Locations: Edmonton, Canada

IT Situation Prior to F12.net: Outsourced IT

Company Size: 50-100 Employees

IT CHALLENGES

As a long-standing F12 client, Territorial Electric developed a vision early on for the strategic use of technology to help implement major projects efficiently and on time. Traditionally, and on a prior F12 program, this has involved using on-premises servers.

However, this posed a couple of challenges. Firstly, **the technology in use had become dated and** consequently **underutilized**. Access speeds to these servers were at best slow, especially when staff tried to access information from remote locations. Secondly**, as Territorial grew, they needed a platform that would scale with their growing business**.

"F12 Infinite has given us countless hours of our day back. Having everything managed by F12, including our servers, cloud backups, Microsoft licensing, and making sure we're safe from cyber risks on top of it all, it's like having big brother wrap their arms around you!"
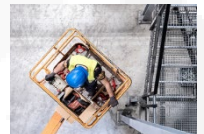
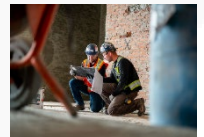**STEVE MARTINEAU**
General Manager

Why Subscription-based IT Provides a Competitive Edge in Territorial Electric's Success

With projects involving the complete redevelopment of existing buildings to offering design-build and value engineering for all modern electrical necessities, Territorial Electric is highly dependent on secure technology for its business continuity and success. Steve Martineau says, "for me at the GM level, a subscription makes it easy for me to having best-in-class security has been a massive value-add when bidding on contracts, especially with clients like Defense Construction Canada. When someone asked us whether we have 'level 10 security,' we could not answer confidently. Now we're able to do that. F12 Infinite gives us the confidence we need without worrying about everything that happens on the back end. We know it's all handled and at a competitive price."

OUR SOLUTION

F12 knew Territorial Electric needed the utmost flexibility when accessing resources inside and outside of the office. F12 build a roadmap to advance their current IT solution:

❖ **Deploying F12 Infinite, an IT platform solution** that scales with the company's growth while reducing cyber risk, operating costs, and capital

❖ **Migrating traditional on-premises servers** to F12's private cloud data center and getting employees on SharePoint and OneDrive for personal data

❖ **Enhancing collaboration** and information sharing by utilizing Microsoft Office suites and Remote Desktop Server to accommodate staff onsite, in the office, or at home

❖ **Better protection and encryption** of devices through Multi-factor Authentication and annual security awareness training for staff to protect the company from cyber threats

THE RESULTS

Advanced IT platform that supports business processes, ambitious plans for growth, and predictable pricing
Territorial has already cut costs significantly by eliminating costly recurring hardware upgrades by moving from on-premises to the cloud. The company also keeps costs low while maintaining online and up to date with one reoccurring monthly fee.

Improved Communication and Efficiency.
Staff can work 100% remotely with all employees having access to shared resources through OneDrive, SharePoint Online, and RDS.

Advanced Security and Identity Access Management.
Territorial Electric's data is now protected in the cloud with all applications running on multi-factor authentication and with 1-year backup, archiving, and restoration.

WHY F12 MAY JUST BE FOR YOU

While many companies offer IT solutions, F12 does more than help you with your IT needs. We are a productivity provider assisting companies in functioning at their best. From IT strategy, cloud services, disaster recovery planning to simplified employee onboarding and enhanced cyber threat protection, F12 helps your business thrive. And you won't have to worry about getting caught in the hype cycle trap because F12 takes care of all that. All you need to do is to get in touch.

Book a consultation with us today to learn how we can help keep your business safe.

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