MigrationWiz: The Best Tool for G Suite Migrations

Migrating users and data to G Suite? Automate and accelerate your project: Learn how BitTitan MigrationWiz® allows for a fast, easy, and secure transition to Google Cloud.

Introduction

As the number of businesses adopting G Suite continues to grow, seamless migration of users and data to their new environment is key. Migrations can be complex projects with steep penalties for failure. It's important to consider variables like existing Source systems, the number of users, and the amount of data to be migrated.

Since 2009, BitTitan, a Google Technology Partner, has helped 43,000 customers - from small service providers to large IT teams - migrate more than 19 million users to cloud-productivity suites like G Suite. MigrationWiz is an easy-to-use, 100% SaaS migration solution offering a fast and secure transition for users of any scale to migrate their mailboxes, documents, and personal archives.

The purpose of this white paper is two-fold. We'll walk through how MigrationWiz is the must-have solution in your toolkit to streamline migrations, preserve margins, and ensure projects are completed within necessary requirements. You'll also see the technical advantages of MigrationWiz, the how-and-what of moving data, and the benefits of using MigrationWiz for your next G Suite migration project.

Sound good? Let's dive in.

Business Margins with MigrationWiz

To begin, someone, somewhere, makes the decision to move to G Suite. This may be based on the recommendation of a trusted service provider or a raise of hands internally. The task now is to understand how to make the move. For the service provider, there's an additional objective: How to do it while preserving the greatest possible margin on the project.

At BitTitan we encourage our partners to adopt an **"SOS"** model: **Sell, Onboard, Service.** This three-step process is the key to forming close relationships with customers and unlocking recurring revenue past the initial digital transformation project. The breakdown is simple:
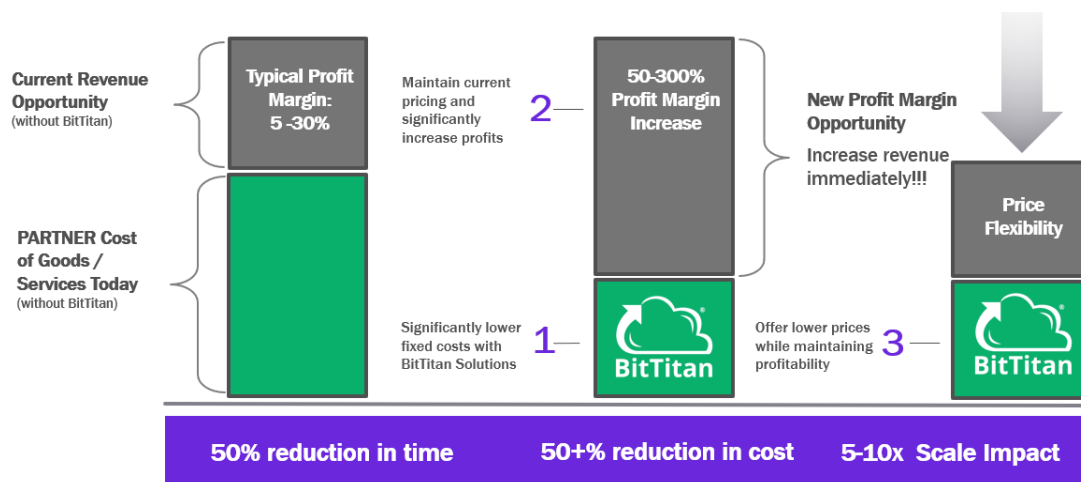
- **Sell**: The actual sale of G Suite licenses and any associated margin gleaned from the transaction.
- **Onboard:** The transition of users and data from old systems to new. This includes the physical data migration as well as the training, onboarding, governance, and configuration needed to set users up for day-one success.

- **Service:** The ongoing delivery of processes or change management to help businesses meet their defined goals. Done right, this leads to a strong partnership between the provider and the customer and a predictable stream of recurring revenue.

BitTitan focuses on that middle step: **Onboard.** Once the sale of G Suite has gone through, there's pressure to move users to the new environment in a timely manner so they can begin taking advantage of their new cloud productivity suite.

MigrationWiz is part of a new breed of software intended not for resale, but as a tool you use on behalf of your customers. What your customers are buying is a rapid, successful, uneventful migration from their current Source to G Suite. Your greatest profits come from the sale of your services, not technology. Selling your services with tools wrapped in them increases your profitability. No product on the market can compete with your services for highest margin production. With MigrationWiz, you're able to expand your margins to capture more revenue while maintaining price flexibility.

MigrationWiz helps stretch margins in three ways:

Time

Reducing the time to migrate users to their new Destination is the first way to expand your margin. Because it's a SaaS product, MigrationWiz minimizes set-up time. It doesn't require local installations or on-premises installation. Projects are configured and launched from your web browser; MigrationWiz automatically discovers users within the Source environment to expedite the process.

Resources

Resources are primarily the manpower necessary to configure, launch, and manage the project. MigrationWiz limits the resources your team must devote to each project. Even with seat counts in the thousands, it's possible for a single engineer to manage a large migration. Two benefits emerge here: Less people dedicated to a project equals lower spend, while other team members are free to address change management concerns and double-check user-side issues.

Capital

The simplest way to save money is to spend less. BitTitan's User Migration Bundle does it all; migrating mailboxes, documents, and archives. The license has a shelf life of 12 months, providing extra flexibility to migrate mail now and documents later, or when you can't move all the data in one go. This license is list priced at $15/user, with discounts available through distributors, for large seat counts, and for non-profit organizations.

A bonus benefit is **Standardization**. You'll increase efficiency and shorten your learning curve by using the same tool and process each time. MigrationWiz offers a single path for multiple workloads through the same user interface. Your people become proficient at the solution and can quickly deliver migration services for additional customers, capturing more revenue.

MigrationWiz also makes it easy for your people to work together. Through Project Sharing and Action Logging, members of the same workgroup can gain visibility into steps taken by their coworkers. This makes it easy to configure and launch migrations while making post-project auditing and reporting a breeze. Learn more about those capabilities here.

Let's Get Technical: What Can I Migrate?

When it comes to third party migration solutions, MigrationWiz offers the widest range of Source endpoints to move data to Gmail and Google Drive. Here are the options for each workload:

Mail to Google Gmail

- Office 365
- Office 365 (Govt.)
- Office 365 (China)
- Office 365 (Germany)
- On-Premises Exchange 2003+

- Hosted Exchange 2007+
- Gmail
- Novell GroupWise 7+
- Zimbra
- IMAP

When Exchange 2007+ or Online is your Source environment, MigrationWiz will migrate inboxes, folders, emails, contacts, calendars, tasks, journals, and notes. In specific scenarios you can also migrate folder permissions, BCC recipients, and server-side rules.

If you're coming from another Gmail instance, MigrationWiz will pull inboxes, folders/labels, email, muted email, contacts, and calendars. This pertains to both free and paid instances of Gmail.

Email properties MigrationWiz will handle include date/time, subject, body, importance, sensitivity, size, item class, and follow-up flags. In Gmail-to-Gmail scenarios, color categories that have been defined at the Source will be migrated as well.

Additional information about what can or cannot be migrated with MigrationWiz is available in this Knowledge Base article.

Documents to Google Drive

- Microsoft OneDrive
- Microsoft SharePoint Online
- Microsoft SharePoint 2010+

- Google Drive
- Dropbox
- Microsoft Windows File System

Depending on the Source environment, MigrationWiz will migrate a variety of formats and file types. View the complete list here or reach out to our sales team to ensure your scenario is supported by MigrationWiz.

Personal Archives to Google Gmail

- Office 365 Archives
- Office 365 (Govt.)
- Office 365 (China)

- Office 365 (Germany)
- Exchange 2007+
- PST Fil

Are You Secure?

BitTitan takes the security of your data and your customer's data seriously. Here are the measures we have in place to protect information during every migration.

Zero Deployment

BitTitan products operate outside of the firewall and connect to messaging systems the same way any external user would. There's no need to install third-party software inside your firewall or network.

Mailbox Data

Mailbox data (including subjects, bodies, attachments, etc.) is not stored on our servers. In some cases, the data may be cached temporarily in order to optimize network throughput. If cached, the data is wiped immediately once that mailbox is done migrating. Data is always encrypted at-rest and in-transit with MigrationWiz, unless you configure your connection using non-SSL endpoints.

Mailbox Credentials

Mailbox credentials are stored using military-grade AES encryption. Once credentials are submitted by either the administrator or end user, the credentials cannot be retrieved or seen. The credentials are immediately purged from the system once you delete the corresponding configuration to which it is associated.

Auto-Purge Policy

BitTitan has implemented an automatic purge policy that will delete unused data after 180 days. If any migration projects have been configured, but not completed, and no migrations tied to the users account have been completed within 180 days, BitTitan will delete the data from our servers. You are able to configure this to be a longer or shorter time period.

Data Centers

Our data centers are compliant with ISO/IEC 27001/27002:2013, SOC 1 Type 2 and SOC 2 Type 2, PCI DSS Level 1, FISMA, HIPAA/HITECH, CJIS, CSA CCM, FERPA and others. You can select the location of the data center from which migrations will be processed. We offer data center locations in Australia, Europe, North America, Japan, South America, and Southeast Asia.

Support and Migration Guides to Ensure Project Success

A great tool can only get you so far. Along with the product capabilities referenced above, the BitTitan Help Center contains over 1,300 migration articles so you have the right information and guidance for your specific scenario. These include step-by-step migration guides that walk your team through pre-migration steps and post-migration cleanup.

Here are links to some of the most popular guides for a migration to G Suite:

- Migration Guide: Gmail to Gmail
- Migration Guide: Google Drive to Google Drive
- Migration Guide: Office 365 to G Suite
- Migration Guide: OneDrive for Business to Google Drive
- Migration Guide: SharePoint Online to Google Drive
- Migration Guide: Hosted Exchange to G Suite
- Migration Guide: PST to G Suite
- FAQ: G Suite Migrations
- Best Practices: G Suite Migrations

Finally, BitTitan Support is available around the clock to troubleshoot project issues and keep your migration on track. Should your team require faster SLAs or direct phone support, premium options are available.

Go with the Subject Matter Experts

Time and time again, we hear these three words: "It. Just. Works." That's the reason MigrationWiz has been the tool of choice for thousands of partners over the past decade. As more customers elect to move to G Suite, standardizing your migration business on MigrationWiz is an easy and profitable way to grow your bottom line and deliver the best experience for customers.

To learn more about MigrationWiz for G Suite migrations visit the Migrate to G Suite page on our website.

To learn more about BitTitan and MigrationWiz, visit our website at www.bittitan.com or get in touch today!

About BitTitan®

BitTitan® empowers IT service professionals to successfully deploy and manage cloud technologies through automation. MigrationWiz® is the industry-leading SaaS solution for mailbox, document, public-folder and Microsoft Teams migrations between a wide range of Sources and Destinations. Voleer is a solution that centralizes and automates IT tasks, helping empower IT service professionals to streamline daily operations and eliminate redundancies. Since 2009, BitTitan has moved over 19 million users to the cloud for 43,000 customers in 187 countries and supports leading cloud ecosystems including Microsoft, Google and Dropbox. The global company has offices in Seattle and Singapore. To learn more, visit www.BitTitan.com or the BitTitan blog.