

# Nordic Health Club Uses Office 365 to Support Merger

# Avanade helps company to integrate 40 percent more staff without a single IT addition

## Challenge

SATS ELIXIA owns and operates more than 160 fitness centers for 435 000 members throughout Norway, Sweden and Finland. To continue to grow the business without having to grow the IT infrastructure, the company adopted a cloud strategy. First up: getting email and related Microsoft Office infrastructure to the cloud.

## Solution

The company turned to Avanade, who moved SATS 4 200 employees to Microsoft Office 365 in just three months. In addition to Exchange Online for email, SATS uses Lync Online for web conferencing and SharePoint Online for its intranet, interoperating with Microsoft Dynamics CRM Online as a line-of-business membership app. The Office 365 suite offers many more features that SATS are evaluating and enabling continuously (such as Yammer for enterprise social capabilities, etc).

## Benefits

SATS's adoption of Office 365 has already paid off twice, first by increased availability and reliability of email services, and second when the company did a merger with the gym club Elixia, which added 2 800 employees to SATS's roster. Avanade helped SATS to add the Elixia employees to Office 365 in just 45 days. And because SATS doesn't manage email on-premises, it didn't need more IT staff, avoiding the cost of at least four IT pros. The company maintains a lean IT shop, and spends its funds on enhancing customer service.

**“With the Corporate Scorecard app, our executives have one place to go to get the data they need. They don't have to search several databases, and they can access always up-to-date information from wherever they are. The big leap forward is that now, the data works for them, instead of their having to work for the data.”**

**– Gretchen Johnson, Director of Growth and Strategy, Avanade**



## About Avanade

Avanade helps clients realize results in a digital world through business technology solutions, cloud and managed services that combine insight, innovation and expertise focused on Microsoft technologies. Our people have helped thousands of organizations in all industries improve business agility, employee productivity and customer loyalty. Avanade combines the collective business, technical and industry expertise of its worldwide network of experts with the rigor of an industrialized delivery model to provide high quality solutions using proven and emerging technologies with flexible deployment models—on premises, cloud-based or outsourced. Avanade, which is majority owned by Accenture, was founded in 2000 by Accenture LLP and Microsoft Corporation and has 23,000 professionals in more than 20 countries. Additional information can be found at [www.avanade.com](http://www.avanade.com).

## North America

Seattle  
Phone +1 206 239 5600  
[America@avanade.com](mailto:America@avanade.com)

## South America

Sao Paulo  
Phone +55 (11) 5188 3000  
[LatinAmerica@avanade.com](mailto:LatinAmerica@avanade.com)

## Africa

Pretoria  
Phone +27 12 622 4400  
[SouthAfrica@avanade.com](mailto:SouthAfrica@avanade.com)

## Asia-Pacific

Sydney  
Phone +61 2 9005 6772  
[AsiaPac@avanade.com](mailto:AsiaPac@avanade.com)

## Europe

London  
Phone +44 (0) 20 7025 1000  
[Europe@avanade.com](mailto:Europe@avanade.com)

©2015 Avanade Inc. All rights reserved. The Avanade name and logo are registered trademarks in the US and other countries. Other brand and product names are trademarks of their respective owners.