

# ADVANCE2000

## Case Study: SeamonWhiteside & Advance2000 Partnership



### Challenges Before Partnering with Advance2000

Before teaming up with Advance2000, SeamonWhiteside was facing a few critical IT challenges. Their network infrastructure needed to be more reliable to keep up with their expanding operations. Security was another concern, as a review of their systems revealed opportunities for improvement. As an AEC firm, they also needed IT support tailored to the industries unique demands.

IT expenses were a significant portion of their budget and they needed a solution that would optimize costs while maintaining their high-performance needs. Additionally, their virtual desktop infrastructure (VDI) wasn't delivering the speed and reliability their teams required to work efficiently.

The firm was searching for an IT partner that had experience with not only BIM/VDI tools but the entire design, build and facilities management process that is unique to the architectural, engineering and construction (AEC) industries.



### *Profile*

SeamonWhiteside is a leading Civil Engineering and Landscape Architecture firm, specializing in site planning, design, land surveying, and construction administration.

Headquartered in Charleston, SC, the company has expanded its reach with offices in Charlotte, Summerville, Greenville, Spartanburg, and Raleigh, NC.

The firm is known for its design expertise and commitment to communities and sustainability.

## Finding the Right Solution with Advance2000

Through their relationship with ATG a leading Autodesk reseller, SeamonWhiteside turned to the cloud managed service provider for an IT solution designed specifically for AEC firms. Right from the start, Advance2000 demonstrated a deep understanding of the industry, which set them apart from other providers. During the initial discussions, a free demo environment was provided, something no other company had offered. The team was immediately impressed by the speed and performance of the VDIs.

Security was another area where Advance2000 made a significant impact. A robust security suite was implemented, giving the company protection they needed now as well as the proactive consulting and support necessary to move forward. A constantly changing cybersecurity threat landscape demands continuous collaboration to keep both company and client data secure around the clock.

Perhaps most notably, the partnership led to meaningful cost savings, enabling the leadership team to reallocate resources to other critical areas of their business. To achieve this, they first needed a thorough and accurate understanding of their overall technology spending. This included the more obvious expenses like end-user devices (PCs, laptops, tablets), LAN and WAN infrastructure, data storage and backup, internet services, software licensing, and service contracts. They also had to consider the less visible soft costs - things like downtime, reduced productivity caused by sluggish desktop performance, and inefficient collaboration across their six offices and remote teams. In many cases, these soft costs had a greater impact on project profitability than any direct expense.

Throughout the migration, Advance2000 navigated every challenge with confidence, ensuring a smooth transition. The team provided constant reassurance, keeping the process on track and delivering on their promise of a reliable, high-performing IT solution.



## A Comprehensive IT Solution

Today, SeamonWhiteside relies on Advance2000 for a seamless and fully managed IT environment which consists of:

- Over 220 high-performance virtual desktops capable of running the most demanding software tools from Autodesk, Lumion, Bluebeam, Enscape and others
- Robust and fully redundant infrastructure
- Automatic backups
- Fully managed and comprehensive security posture
- Hosted company-wide telephony
- 24/7/365 helpdesk support with AEC industry experience
- 24-hour SOC monitoring

These solutions ensure reliable performance, enhanced security, and responsive support - all tailored to the demands of an AEC firm. From cloud infrastructure and communications to around the clock IT support, Advance2000 has the proven tools and expertise to keep SeamonWhiteside operating at its best.

## The Impact: A Smoother, More Efficient Operation

Since the transition, SeamonWhiteside has seen significant improvements across their operations. Virtual desktops are faster and more reliable, resulting in a noticeable reduction in downtime. Employees have experienced the difference firsthand, reporting that they can now run critical software more smoothly and efficiently than ever before.

But the real differentiator lies in the partnership.

"Migrating to Advance2000 has been one of the best decisions we've made as a company," said David Richter, Director of Technology at SeamonWhiteside. "Their team is professional, highly knowledgeable, and consistently delivers on their commitments in a timely manner. Across the organization, they bring a deep well of expertise and are always willing to share insights and guidance to help us succeed."

Whether it's a routine support request or a complex IT challenge, Advance2000 is here to provide responsive, expert support that drives lasting value.

## Looking Ahead

The partnership between SeamonWhiteside and Advance2000 has proven to be a perfect fit, aligning seamlessly with the firm's vision for innovation, scalability, and operational excellence. By implementing a tailored IT environment purpose-built for AEC workflows, SeamonWhiteside has gained the ability to collaborate more efficiently across teams and locations, streamline design processes, and respond faster to project demands. Enhanced cybersecurity measures have significantly reduced risk, while optimized infrastructure has lowered operational costs and improved overall system performance.

These tangible benefits have reinforced SeamonWhiteside's confidence in Advance2000 as a trusted, long-term technology partner. As the firm continues to expand its footprint and embrace new technologies, Advance2000 remains committed to supporting their evolving needs with agile, forward-thinking IT solutions. This ongoing partnership helps ensure SeamonWhiteside stays competitive and secure in an ever-changing digital landscape.

