



TOM KENNEDY IS THE FOUNDER AND CTO OF BACKOFFICE ASSOCIATES, LLC — A LEADING PROVIDER OF DATA MIGRATION, DATA GOVERNANCE, AND DATA MANAGEMENT SOLUTIONS. ALSO THE FOUNDER OF CRANSOFT, KENNEDY HAS BEEN DESIGNING AND BUILDING TECHNOLOGY SINCE 1978. KENNEDY HAS BUILT SUITES OF FULLY INTEGRATED FINANCIAL AND ACCOUNTING APPLICATIONS USING FOURTH-GENERATION LANGUAGES HE DEVELOPED. KENNEDY WAS FORMERLY CEO OF KENNEDY & ASSOCIATES IN RICHMOND, VIRGINIA (SOLD IN 1992), BEFORE HE CO-FOUNDED BACKOFFICE ASSOCIATES IN 1994 AND DECIDED TO FOCUS ON THE DATA QUALITY MARKET IN 1997. HIS VISION AND DESIGN HAVE LED TO INDUSTRY-LEADING SOLUTIONS AND METHODOLOGIES THAT PROVIDE A HIGH VALUE PROPOSITION AND HAVE ENABLED BACKOFFICE ASSOCIATES TO FULLY EXPLOIT ONE OF THE HIGHEST GROWTH MARKETS IN THE TECHNOLOGY ARENA. KENNEDY HOLDS A BACHELOR OF SCIENCE DEGREE IN MATHEMATICS AND A BACHELOR OF ARTS DEGREE IN ECONOMICS FROM THE UNIVERSITY OF SOUTH FLORIDA.

Considering a Global Data Migration Project?

Save Time and Money with a Repeatable, Scalable, Cloud-Based Strategy

by **Tom Kennedy**, Founder, Chairman, and Chief Technology Officer, BackOffice Associates, LLC

Depending on the size of your organization's ERP infrastructure, undertaking a long-term data migration rollout can be a daunting and expensive task — one that may require you to seek out external resources to help complete the migration on time and within budget. In response to this need, BackOffice Associates has created a cloud-based data migration approach — a tangible, low-cost strategy designed to provide value to new and existing SAP customers that are taking on data migration projects.

Consider Cloud-Based Data Migration

In addition to offering a proven methodology and expertise to efficiently manage comprehensive data migration projects, BackOffice now offers an augmentation strategy for a “Boring Go Live” delivery. With this strategy, a cloud-based data migration service called DataFactory leverages the full capabilities of our data migration experts onsite and also provides access to resources across the globe and around the clock (see the image on the right) for cost-efficient, time-saving results. The DataFactory strategy is based on a repeatable and scalable process that allows resources to work more efficiently — saving companies time and money.



The global DataFactory approach extends project resource capacity through team leads

How the Strategy Came to Be: A Data Migration Success Story

One of our most valued customers — a Fortune 500 pharmaceuticals and consumer health goods corporation — had experienced four successful Boring Go Live data migrations previously and turned to us for help once more. The customer had a limited budget and was facing a complex data migration that included internal and external manufacturing, purchasing, financials, testing, and quality assurance. The challenge was how to continue to leverage the expertise of BackOffice and fit the customer's data migration budget. BackOffice found a way: The DataFactory concept was born.

Following a cloud-based data migration approach, onsite consultants worked hand in hand with off-

site DataFactory consultants. These consultants were assigned to an onsite team lead who collaborated with the customer and process teams. The DataFactory resources augmented the team in the same manner as if they were an onsite team. The tools, methodology, and experts did not change.

During the project, the DataFactory consultants handled many complex data targets, including purchase orders and inventory, and successfully migrated the data — on time and on budget. The master data management program manager working on the project at this valued customer said:

“The BackOffice team exceeded our expectations on data migration. The senior consultant’s leadership, augmented with the DataFactory resources, enabled the DataFactory data migration model to meet our business needs and mitigate project risk, as well as meet difficult financial challenges.”

The DataFactory strategy employed for this project demonstrated — and continues to demonstrate — to our clients around the world that if you're working with BackOffice Associates, you're working with true data migration experts. ■

5 Key Benefits of a Cloud-Based Data Migration Strategy

DataFactory provides key business benefits:

- Maximizes your data migration budget while maintaining quality
- Reduces risk by establishing a repeatable and scalable process for customers with long-term rollout projects
- Increases the resource pool available to support customers in a 24/7 environment
- Saves time and money with around-the-clock resources working more efficiently
- Maintains the same level of service you have come to expect with a Boring Go Live by utilizing the knowledgebase at BackOffice Associates