

Driving Secure Cloud Displacement and Azure Pipeline in a UK Logistics Customer

Your NRG | Microsoft 365 Business Premium | Azure | Fabric



Company Details:

Company: Your NRG

Headquarters: York

Area/OU: UK

Industry: Domestic oil distributor

Organisation Size: 250

Size of Opportunity:

- 108 Microsoft 365 Business Premium licences live
- Azure migrations for Codas and FuelSoft signed off (~£24k ACR annually)
- Microsoft Fabric selected (F16 anticipated)

Products and Services:

- Microsoft 365 Business Premium
 - (including Exchange Online, SharePoint, OneDrive, Intune and Microsoft Defender)
- Azure infrastructure migration for Codas (complete) and FuelSoft (signed off / starting)

Customer Background

- Your NRG is a UK domestic oil distributor serving customers primarily in rural locations who rely on oil for home heating. The organisation employs around 250 people, including approximately 150 frontline delivery staff operating tankers and lorries, supported by a core office workforce.
- Prior to BCN's engagement, Your NRG operated across a fragmented IT landscape that included incumbent hosted environments and industry-specific ERP platforms. Core systems covering ERP, finance, HR and CRM were not integrated, limiting visibility across the business and making it difficult to modernise operations, report consistently, or build a foundation for automation and data-driven insight.

Challenges/Solutions

- Legacy hosted and on-prem infrastructure created security, resilience and scalability constraints.
- Multiple ERP and line-of-business systems operated in silos, limiting visibility and reporting.
- Reliance on incumbent providers slowed progress, particularly around the FuelSoft estate.
- A ransomware incident at an incumbent provider accelerated the need for cloud displacement.

Solutions

- Standardisation on Microsoft 365 Business Premium, including migration to Exchange Online and rollout of Intune and Defender.
- Migration away from legacy remote desktop environments, enabling secure, identity-based access to SharePoint and OneDrive.
- Azure infrastructure migration delivered for Codas, with FuelSoft migration signed off and underway.
- Azure Migrate & Modernise assessment funding used to shape and validate the Azure migration approach.

Outcomes

- A secure, cloud-based productivity platform now live across the core workforce.
- Active Azure consumption established, strengthening the Azure infrastructure footprint.
- Reduced dependency on legacy hosted services and improved overall security posture.
- A scalable foundation in place for analytics and future AI-led optimisation.

Future Plans / Next Steps:

- Completion of FuelSoft Azure migration.
- Implementation of Microsoft Fabric as the central analytics platform (**minimum F16 capacity**)
- Discovery for frontline workers, including consideration of **Microsoft 365 F3**.
- **Business Central proposed** to consolidate finance, HR and CRM alongside industry-specific ERP platforms.

