



Smooth Sailing



VIRTUAL IT
GROUP

How Peninsula Searoad Transport successfully transferred vital data after acquiring a new business

Peninsula Searoad Transport has been a leader in water-based transport solutions for nearly 30 years. Established in 1987, the company operates a car and passenger service across Port Phillip Bay, connecting Sorrento and Queenscliff. With their custom-built ferry, Peninsula Searoad Transport provides a crucial transport link, ensuring the seamless movement of vehicles and passengers. They also manage Western Port Ferries, servicing French Island and Phillip Island, and Explore Australia Tours, offering bus-based day trips around Victoria. Given the scope of their operations, they require IT systems that are efficient and straightforward.

Transferring data from a newly acquired business

In their pursuit of growth, Peninsula Searoad Transport acquired Wanderer Adventures from a Tasmanian-based company last year. Wanderer Adventures offers sightseers the opportunity to explore the Wilsons Promontory region in Victoria, with packages ranging from sunset cruises to extended 5.5-hour journeys into Bass Strait.

Upon acquiring Wanderer Adventures, Peninsula Searoad Transport quickly realised the importance of migrating the old Office 365 information, including Outlook inboxes and SharePoint sites, to new ones. This information is invaluable, containing company history, correspondence, procedures, bookings, and customer service data. Any loss or downtime during the transfer would significantly impact business operations.

Less expense, more confidence

To ensure a smooth transition, Peninsula Searoad Transport engaged VITG to handle the information transfer. Despite this being uncharted territory for them, their previous experience with VITG provided reassurance. However, the decision to choose VITG was not solely based on familiarity; VITG's competitive pricing played a crucial role. Sam McKeon at Seaford signed VITG's quote immediately, without needing estimates from other companies. "I didn't even need to take it to the CEO," said Sam.

How the process was made smooth

The real work began once VITG was briefed on the project details. Throughout the process, one key aspect stood out: VITG's communication. Despite some unavoidable delays, VITG consistently updated Peninsula Searoad Transport stakeholders through regular Teams catch-ups and phone calls.

VITG's ability to dedicate the necessary resources for this job was crucial. Their Acquisition Specialist, whose sole role is to manage projects like this, ensured that Peninsula Searoad Transport always felt prioritized.

Sam McKeon was able to focus on other tasks with confidence, knowing that VITG was handling the transfer efficiently. Sam also appreciated VITG's ability to explain technical details in layperson's terms, making the process more accessible and less intimidating.

Thanks to VITG's acquisition specialist and deep understanding of the business, the Office 365 data transfer was completed swiftly and with minimal disruption, all while staying within budget.

“VITG know what they're doing and they're not going to leave you in the dark. They show a lot of transparency through the process.”

– SAM MCKEON

