



Company name Air Lease	Location USA
Industry Aviation	Project iManage to SharePoint

Launched in 2010, Air Lease Corporation (ALC) is an aircraft leasing company based in Los Angeles, California that has airline customers throughout the world. ALC and its team of dedicated and experienced professionals are principally engaged in purchasing commercial aircraft and leasing them to its airline partners worldwide through customized aircraft leasing and financing solutions.



## Case study summary

As a confirmed Microsoft house, Air Lease wanted to implement SharePoint Online to create “a more cohesive Office 365 environment”. They were also keen to move away from iManage after ten years due to its limited adoption across the business and restrictive external support. “There were a lot of frustrations with the system” said Assistant Vice President, Business Systems, Pinella Shapiro.

Air Lease had struggled to find a partner to meet their needs until they found Proventeq, and were won over by our proven best practice process and our Migration Accelerator software’s ability to meet their advanced metadata inheritance requirements.

Following a successful proof-of-concept in October 2019, we worked with Air Lease to develop a three-phase migration plan across six months, so as not to overwhelm their end users.

*“Proventeq was great.*

*Everything went smoothly; they were very responsive to any additional questions or requests that we had. Migration was a very good experience.”*

Pinella Shapiro  
Assistant Vice President, Business Systems, Air Lease

## The challenges solved

### Inefficient management and support

iManage system support relied on an external party, which restricted their capabilities and reactivity, leading to delays in updates. Now Air Lease can support their new SharePoint platform internally.

### Business Executive buy-in

Directors and legal team, although frustrated with facets of iManage, were used to it after ten years and nervous about the potential disruption of migration. After evaluating the success of Proventeq’s proof-of-concept, the business was won over and made the move to SharePoint.

### Specific legal date requirements

Other companies they spoke to could not retain dates on documents – date created; date modified. But Air Lease wanted to keep all their metadata. Proventeq were able to do this by tailoring the SharePoint architecture to Air Lease’s specific requirements.

### Limited reporting impacted productivity

Air Lease’s legacy iManage system didn’t have an inbuilt reporting function, which restricted the optimization capabilities of the business systems team. The reporting functionality in SharePoint driven by PowerBI integration now gives Air Lease deep insight into their content and its usage.



## The results

### Increased productivity

“Long term we will be more productive because SharePoint is so much more integrated with the overall environment that we are in. It will make life easier.”

### New reporting functionality

“Reporting simply didn’t exist before in iManage. With SharePoint and PowerBI we get a lot more tools to run integrity reports and overall do different types of searches using the reporting tool.”

### Global multi-device availability

Native integration with Microsoft 365 removes the need for additional plugins on individual computers, plus it’s cross-device versatility is an unforeseen necessity to enable remote working. “All in all, we found the SharePoint interface was more intuitive and easier to use.”

*“We’re going to continue to use SharePoint for years to come.”*

**Pinella Shapiro**

Assistant Vice President, Business Systems, Air Lease

### Make your content work smarter with Proventeq

Our SharePoint migration and productivity solutions turn your SharePoint adoption challenges into opportunities for your organization to build a better business. Proventeq specializes in migration from non-Microsoft and legacy Microsoft systems to SharePoint.

Find out more at [www.proventeq.com](http://www.proventeq.com)



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## Best practice strategy

Proventeq’s migration experts worked closely with Air Lease to design and implement a best practice content migration solution to enable a smooth transition to their new SharePoint Online environment.



### Discovery and analysis

After meeting with the client’s team to understand their migration requirements, Proventeq performed a full discovery and analysis of content with Content Analyser to identify and understand the existing content landscape.



### Information architecture optimization

Classification and separation of data was efficiently processed to meet the demands of accessibility and navigation within the new SharePoint architecture.



### Pilot migration

Migration Accelerator’s pilot migration feature allowed full mapping of all content and proved the revised content architecture worked according to business expectations prior to live migration; keeping their business operational on their existing ECM system before the go-live of SharePoint Online.



### Security and compliance

During the migration, we enriched and restructured their content via classification, security remapping, metadata and taxonomy. We also moved documents from the common object store to customer specific document libraries to ensure security and compliance.



### Full fidelity migration

Once the team at Air Lease was satisfied with the migration design and target system architecture, Proventeq’s Migration Accelerator was utilized to execute a full fidelity migration with an item-level audit trail. This ensured that all items were successfully migrated.