Leading Life Sciences Company Migrates from Smartsheet to Microsoft Power Platform, Enhances Digital Workplace Efficiency, and Achieves 70% Cost Reduction

Customer

A genomics-based drug discovery company based in California.

Business Challenge

As part of their IT initiative, the customer prefers to implement digital transformation in daily work. Their Digital Workplace team wanted to modernize project management by shifting from Smartsheet to Microsoft's Power Platform.

The company's Digital Workplace team realized their existing project management tools—mainly Smartsheet—weren't providing enough value. They wanted to shift toward Microsoft's Power Platform for better integration and efficiency.

Key challenges included:

- Expensive licensing—at $450 to $500 per user annually, Smartsheet costs accumulate to hundreds of thousands of dollars.

- Inefficient resource utilization—Many licenses remained unused, creating unnecessary overhead.

- Major scalability concerns—Smartsheet solutions struggled to integrate seamlessly with the client's existing Microsoft ecosystem.

WinWire Solution

WinWire designed a strategic migration roadmap to move the organization from Smartsheet to Microsoft's out-of-the-box (OOB) solutions, such as:

- SharePoint Online for centralized data storage and collaboration.

- Microsoft Lists & Planner for structured task and project management.

- Microsoft Forms for data collection and process automation.

- Power Apps & Power Automate for complex workflow automation and customization.

Implementation Approach

- Assessment & Prioritization—Performed a thorough audit of existing Smartsheet solutions, recognizing potential candidates for migration.

- Developed a tailored migration strategy—aligning each use case with the optimal Microsoft solution to minimize disruption.

Business Value

- Projected **70% reduction in Smartsheet licensing costs**—Translating to hundreds of thousands of dollars in annual savings.

- Optimized workflows—reducing reliance on fragmented third-party tools and ensuring greater process consistency.

- Stronger Microsoft ecosystem alignment—Leveraged existing Microsoft 365 investments for a unified digital workplace.