

Martinus Rail and A1 Technologies: Cost Consolidation and Strategic IT Roadmap for Nearly \$1M Savings

Strategic IT roadmap aligned spend, security, and governance—optimising Microsoft 365 and cutting nearly \$1M in costs over 3 years.



BRISBANE, AUSTRALIA, May 9, 2025

/EINPresswire.com/ -- [A1 Technologies](#), a Microsoft Solutions Partner and provider of strategic IT services across Australia and New Zealand, is pleased to share the results of its continued partnership with Martinus Rail. Through a comprehensive ICT Strategy and [strategic IT roadmap](#), Martinus Rail achieved nearly \$1 million in projected cost savings, while enhancing operational efficiency, data governance, and security alignment.

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Our collaboration with Martinus Rail highlights the value of a tailored approach to Microsoft 365 and IT strategy in driving cost savings and operational improvements.”

Clinton Shiels, Head of Solutions at A1 Technologies

Martinus Rail, an Australian-owned rail infrastructure company, is known for delivering large-scale rail projects across Australia and New Zealand. With a focus on safety, innovation, and operational excellence, Martinus Rail recognised the need to optimise its IT investments, particularly around [Microsoft 365 licensing](#) and vendor management.

After identifying concerns around value delivery, overlapping licensing, and legacy vendor costs, Martinus

Rail partnered with A1 Technologies to address these inefficiencies. Key initiatives delivered by A1 Technologies included:

- Cost Consolidation: Rightsizing Microsoft 365 licensing, identifying and deactivating 120 inactive licenses, and removing redundant third-party tools.
- Enhanced Security: Deployment of Microsoft Defender P2 and modern security controls across Microsoft 365.
- IT Team Support: Hands-on guidance and escalation support for internal IT team to improve rollouts and response times.
- Data Governance: Frameworks for compliance and secure data lifecycle management.

- Cybersecurity Awareness: Organisational training to boost understanding of threats and build a strong security culture.

The results have been transformative. Martinus Rail now projects nearly \$1M in cost savings over three years through license optimisation alone. The collaboration also significantly improved their security posture and internal IT effectiveness.

"A1 Technologies took the time to really understand our business inside and out," said Shelley Van Hoos, Head of IT and Business Operation Systems at Martinus Rail. "Their proactive approach and deep commitment to learning our operations made all the difference."

About Martinus Rail:

Martinus Rail is a leading rail infrastructure company delivering complex rail construction and project management across Australia, New Zealand, and the United States. Their end-to-end delivery model supports freight, passenger, and light rail networks.

About A1 Technologies:

A1 Technologies is a Microsoft Solutions Partner with specialisations in Modern Work, Azure Infrastructure, and Digital & App Innovation. We help organisations build secure, efficient, and scalable IT environments tailored to their goals.

To learn more, visit: www.a1t.com.au

Katie Rattray

A1 Technologies

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