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Successful Migration of P&L Railway from Cloud to On-Premise Data Center

The Paducah & Louisville Railway, Inc. (PAL) is a 280-mile Class II railroad that connects with four major North American Class I carriers, providing seamless access across the U.S.

With a strong focus on efficient multi-modal services and proximity to highways and waterways, PAL supports the transportation of diverse commodities—from coal to agriculture—while maintaining a commitment to safe, reliable service. The company handles over 150,000 carloads annually and operates with a focus on optimizing their infrastructure.

Reduce costs and optimize the integration

Before partnering with GSI, PAL was facing significant challenges related to their cloud-based infrastructure. The biggest issue was the high cost of cloud-only solutions, which also failed to integrate well with their on-premises initiatives. This created inefficiencies and limited the potential of their existing data center investment. PAL wanted a solution that would allow them to reduce costs and optimize the integration between their cloud and on-prem systems.

Brian LaGore, AVP of IT at PAL, noted that the key factor in choosing GSI was the company's ability to provide both functional and programming support tailored to their unique needs. PAL required a solution that could integrate seamlessly with their existing on-prem systems while also supporting future growth and technology needs. GSI's expertise in managing the full lifecycle of IT solutions made them an ideal partner.

COMPANY SNAPSHOT

Company: P&L Railway

Industry: Transportation and Logistics

Location: Paducah, KY

About the Company:
P&L Railway is a leading transportation company specializing in rail freight services, providing critical logistics solutions across a vast network. With a focus on operational efficiency and timely delivery, the company serves a wide range of industries, from manufacturing to energy. P&L Railway is committed to leveraging technology to optimize its operations and enhance customer service, making it a key player in the transportation sector.

Project Type: Cloud to On-Premise Data Center Migration
Solution Provider: GSI

PAL had been a long-time customer of JD Edwards (JDE) and evaluated several potential partners before selecting GSI. The decision to move from a cloud-only environment to an on-prem solution was driven by the desire to better leverage their data center investment and reduce ongoing cloud costs. GSI's solution allowed them to utilize their on-prem infrastructure while also enhancing integration with other elements of their IT ecosystem. This shift significantly improved the communication and data flow between systems.

Since the switch, PAL has realized substantial benefits. The company achieved a **50% cost savings** by moving away from a cloud-only model, resulting in better budget efficiency. The improved integration between on-prem and cloud systems led to faster, more reliable data exchanges, and overall operational performance has improved. The transition also streamlined various processes, making operations more efficient across the board.

GSI hit every timeline

Brian LaGore praised the smooth transition, stating, "We had some initial concerns about moving everything to an on-prem solution, but GSI hit every timeline. In fact, they delivered a week or two earlier than expected—everything went like clockwork. We were very impressed with their professionalism and the quality of work." This level of service and reliability has exceeded PAL's expectations.

"Their level of service and expertise is top-notch. They not only understood our technical requirements but were able to provide real solutions that addressed our specific needs. We've had a fantastic experience working with them and have seen tangible results from the partnership." Emphasized LaGore recommending GSI to others in the industry.

The evaluation process was thorough. PAL, already a long-time JD Edwards customer, assessed several service providers based on their ability to support the entire IT lifecycle. The seamless integration with existing systems and GSI's strong partnerships with other technology providers, including Oracle, were significant factors in the decision. PAL is also interested in exploring additional solutions, such as accounts payable systems and enhanced security measures to meet regulatory requirements.

Optimize and streamline integration

PAL's decision to transition to GSI's on-prem solution has delivered meaningful improvements in both operational efficiency and cost savings. By leveraging GSI's support, PAL was able to optimize their IT infrastructure and streamline integration between cloud and on-prem systems. The successful partnership has paved the way for future collaboration as PAL continues to scale and enhance its technology environment.

For more information about how GSI can help optimize your organization's IT infrastructure, contact us today.

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email: info@getgsi.com | call: (855) 474-4377 | **getGSI.com**