

MBI PRESERVES CRITICAL BUSINESS DATA

Ensuring continuity as legacy software is retired



When Modern Business Interiors (MBI) transitioned away from its legacy Team Design system, the business faced a familiar but critical risk: losing access to the detailed historical data that underpins its operations and customer relationships.

With the system being phased out and limited efficient options to extract usable information, MBI needed a way to preserve that knowledge without maintaining the legacy platform or taking on a complex migration.

Sunset Point provided a structured, searchable archive of MBI's historical data, ensuring continuity as the business transitioned to a new system.

When a Core System Disappears

Modern Business Interiors is a full-service office furniture dealership, delivering design, specification, project management, and installation services across a wide range of industries.

At the center of its operations was Team Design, a system that managed everything from proposals and purchase orders to invoices and financial records. Over time, it became the single source of truth for both customer and project data.

When the vendor announced the system's discontinuation, MBI faced an immediate challenge.

The data held within Team Design was not just transactional. It included detailed product specifications and project attributes, the kind of information sales teams rely on to support repeat business and ongoing customer relationships.

"It's not just about what a customer bought. It's the specifications, the fabric, the configuration, all the details. That's what our sales team relies on."

At the same time, the usual options were not available. Maintaining access to the system was only a temporary solution, and there were limited practical options to extract the data in a usable format. Raw data exports were technically possible, but they would not preserve the structure or context required by the business.

"We looked at other avenues, including working with our IT provider, but we kept hitting roadblocks. The only alternative was raw data, and that just wouldn't have worked for what we needed."

MBI needed to retain access to critical business information without being tied to an outdated system.

"Our sales team was worried about losing access to their data. Now they think it's great."



MBI is a commercial interior design and office environments company that helps organizations create modern, functional, and inspiring workspaces across sectors including corporate, healthcare, education, government, and senior living.

Founded in 1987, MBI operates from locations in St. Louis and Kansas City and works closely with clients to deliver tailored workplace environments that improve productivity, collaboration, and employee experience.

Website: mbioffice.com

Systems change. Knowledge must endure.

Visit www.sunsetpointsoftware.com or contact us at info@sunsetpointsoftware.com to learn more.

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From System Dependency to Structured Access

Sunset Point enabled MBI to extract and preserve its legacy system data in a structured, accessible format. Rather than relying on raw data exports, the platform captured key business records, including proposals and invoices, and reconstructed them into complete, searchable outputs.

Crucially, Sunset Point was able to bring together information from multiple areas of the legacy system into single, coherent records. This ensured that important attributes and specifications remained intact and accessible.

The resulting archive was deployed within Microsoft SharePoint, allowing employees to access historical data through familiar tools and workflows.



Comprehensive System Capture

The application's informational structure is preserved in full, including screens, reports, documents, data objects, and relational relationships.



Tamper-Evident Conversion

Captured content is converted into digitally signed, tamper-evident PDF structures enriched with metadata and audit integrity controls.



Controlled Infrastructure Retirement

Once the snapshot is validated and accessible, the legacy platform can be decommissioned without loss of historical context.

"The search is incredibly fast. We can find what we need in seconds."

The implementation process was controlled and collaborative. Sunset Point remotely accessed the legacy system and systematically extracted the required information over several weeks. Multiple machines were used in parallel to accelerate the process, while regular checkpoints ensured that the output aligned with MBI's needs.

"They would show us what they had as they went along so that we could validate it. That was really important."

During the process, an issue was identified with missing attributes due to a system version discrepancy. Because of the ongoing validation, this was caught early and resolved before completion.

Despite some challenges with the legacy system itself, the overall experience remained straightforward. "Some of the challenges were related to system performance. Sunset Point was always responsive and helped us work through everything."

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Fast Access. No Dependency. Complete Confidence.

The Sunset Point solution delivered immediate and lasting value for MBI. First, the business retained access to the critical information it depends on without needing to maintain the legacy system.

Second, the data is now easier to access than before.

Employees can search SharePoint by customer, proposal number, or product details and retrieve the information they need within seconds.

"I was able to find exactly what I needed in minutes. The search is quick, and everything is there."

This has been particularly valuable to the sales team, which relies on historical data to respond to customer requests and maintain continuity in long-term relationships.

Initial concerns about losing access to legacy data were quickly resolved once the system was in place. "Our salespeople were very nervous about losing Team Design. But once they saw this working, they realized they still had everything they needed."

Beyond usability, the solution provides something equally important: assurance. The archived data is not accessed every day, but when it is needed, it is immediately available.

"It's not something we use constantly. But we have to have it. It's that peace of mind and knowing it's there when we need it."

Moving Forward Without Leaving the Past Behind

For MBI, the objective was clear: ensure that critical business knowledge was not lost during a forced system transition. Sunset Point delivered exactly that.

The company was able to move forward with a new platform while preserving access to the information that supports its operations, customer service, and financial compliance. "It was money well spent. Once we understood what we were getting and saw how it worked, it was clear this was the right decision."

Today, MBI operates with confidence, knowing that its historical data remains accessible, usable, and secure, even as its systems evolve.



mbi

"It was a necessary investment and absolutely worth it."



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