



## Customer success story

### From startup to industry leader: How Matsuura USA scaled with Integrus

The evolution of Matsuura USA from a newly launched U.S. subsidiary to a mature, high-performing operation reflects the value of strategic IT enablement in supporting business growth. As the company established its presence in the U.S. market, it faced the challenge of building infrastructure, systems, and processes from the ground up. Over time, with consistent support and collaboration from Integrus, Matsuura transitioned from fragmented, startup-level tools to a fully standardized and cloud-based environment. This progression enabled the organization to scale efficiently, enhance operational resilience, and respond with agility to industry disruptions – all while maintaining the precision and quality that define its brand.

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When we transitioned to the cloud, the biggest relief was knowing the responsibility no longer fell entirely on us. Even with that change, our data remained securely based in Duluth.



**Cassie Yanke**

*Director of Operations, Matsuura USA*

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## The challenge

At its inception, Matsuura USA faced the typical hurdles of a startup: outdated systems, inconsistent IT support, and a lack of standardization. The company relied on Peachtree for accounting and had a fragmented IT environment with mismatched operating systems and hardware. Their initial IT provider failed to deliver reliable support, leaving leadership frustrated and concerned about the stability of their infrastructure – especially as they prepared to implement Sight-line, a complex enterprise resource planning (ERP) system.

## The solution

Integris stepped in to overhaul Matsuura USA's IT landscape, beginning with server upgrades, standardized operating systems, and improved networking. Over time, the partnership evolved to include managed services, endpoint protection, and eventually a transition to a private cloud infrastructure hosted in Duluth, MN. This shift eliminated the need for on-site servers, reduced downtime concerns, and supported a dispersed workforce with secure remote access. Integris also played a critical role in multiple ERP upgrades, ensuring seamless transitions and robust support.

## The outcome

With Integris as a strategic partner, Matsuura USA experienced significant operational improvements. The company moved from startup-level tools to enterprise-grade systems, enabling growth in headcount, revenue, and infrastructure. The transition to private cloud brought peace of mind, freeing leadership from server-related worries and enhancing business continuity. Integris's layered security approach and ongoing training initiatives helped Matsuura stay ahead of cyberthreats, while their agility allowed the company to respond quickly to external challenges like tariff fluctuations.

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When we started from the ground up, Integris was a constant partner, supporting us at every step and helping us establish a strong foundation for growth.



**Cassie Yanke**

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Headquartered in St. Paul, MN, Matsuura Machinery USA, Inc. is the U.S. subsidiary of Matsuura Machinery Corporation, Japan. Since its founding in 1935, Matsuura has been at the forefront of high-speed and high-precision CNC machine tool innovation, providing advanced 5-axis, vertical, horizontal, linear motor, and multi-tasking solutions to industries worldwide. Committed to excellence, Matsuura Machinery USA, Inc. delivers unparalleled service, applications expertise, and technical field support, ensuring customers achieve optimal performance and productivity.



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## Who We Are

Integris is a national leader in future-ready managed services, delivering innovative solutions that drive digital maturity for small to midsize businesses.