

ENGINEERED SOLUTIONS

AN EQUIPMENT DEALER
SUCCESS STORY

OVERDUE UPGRADE CREATES TRUE TRANSFORMATION

“...the transition was so seamless that all we noticed were the improvements.”

Rich F., CEO

About the Client

ITsavvy's client buys, sells, rents and leases used equipment. It is the world's largest provider of high-quality used packaging and processing machinery. The company has grown steadily since it was founded in 1981--recently expanding to a 1.2 million square-foot facility. Their innovative Asset Management Program optimizes customers' assets by skidding, documenting, storing, and assisting in redeployment. The company currently has over 30,000 machinery listings in its database and employs more than 90 people.

Their Challenge

Like many companies, the client was saddled with aging servers, increasing storage needs, and an outdated backup system. Because of this there was an ever-increasing risk of catastrophic failure and concern over restoration capabilities. The fact that the company has been a client of ITsavvy's since 2004 worked to their advantage. ITsavvy's Consulting Systems Engineer, Bob Residorf, was very familiar with the client and had been gently nudging them to upgrade for a long time. As Bob became more and more concerned, he became

OVERVIEW

Industry

Equipment Dealer

Client Profile

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Business Situation

The client was saddled with aging servers, increasing storage needs, and an outdated backup system. Because of this there was an ever-increasing risk of catastrophic failure and concern over restoration capabilities.

Solution

ITsavvy provided redundant virtualized VMware servers with a redundant storage area network protected by a new CommVault backup recovery solution. ITsavvy engineers provided complete design, installation, and implementation services; project management services and data migration services during off hours to prevent downtime.

Benefit

The client has been able to cut down used rack space by over 60%. Their new solution has added a tremendous amount of business flexibility and we are able to make major changes in a couple days, instead of a couple months.



more insistent. Finally, Bob explained to Rich F, the company's CEO that moving to a virtualized environment was becoming critical.

Rich explained. "You have the same equipment for a long time and it works fine. Before you know it, 6 years have gone by and it's alarmingly outdated. I knew where it was headed. You find yourself constantly buying new servers and trying to patch things together. Bob could see where it was headed too. He called us up and said that if we didn't do something soon it would all blow—he really drew a line in the sand."

Bob said that ITsavvy needed to move fast because failure was imminent. He also knew that they had to nearly eliminate downtime for employees and clients during the transition. "The client needed a solution that was as innovative as they are," Bob said. "It had to be a flexible solution that would scale to handle planned business changes and decrease backup windows. Their existing data storage was very inefficient for locating, managing, and provisioning storage."

Our Solution

ITsavvy provided redundant virtualized VMware servers with a redundant storage area network protected by a new CommVault backup recovery solution. ITsavvy engineers provided complete design, installation, and implementation services; project management services (to ensure smooth implementation and migration); and data migration services during off hours to prevent downtime. Once the project was installed, all systems and applications were thoroughly tested. ITsavvy continued to monitor the system through its Managed Services division.

After reviewing estimates from other providers, Rich was pleased with the price. He was also relieved that ITsavvy was able to handle everything from design to installation to implementation to management. "That's very nice from an owner's standpoint—having one company that's accountable for everything," he said. "That means there will be no finger-pointing, no headaches if and when something goes wrong."

"The client needed a solution that was as innovative as they are."

Bob Residorf, ITsavvy
Consulting Systems Engineer

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Rich F., CEO

Their Success

But nothing has gone wrong. The project has been up and running perfectly for over nine months. “Everything was flawless,” Rich said. “Usually when you make a major technology upgrade, it turns into a big headache--if you want everything to go faster there is a price to be paid, not this time. I’ve been doing this for 30 years. This was the first time we’ve had a major technology upgrade with ITsavvy and I have never had an experience like this, where the transition was so seamless that all you notice are the improvements.”

ITsavvy’s virtualization solution allowed the client to replace eight servers with two. This not only increased flexibility, but made a significant contribution to energy savings.

“I owe Bob a lot for being so proactive. He really took the bull by the horns,” Rich said. “If you want to know what the customer service has been like, I have to say we wouldn’t know. Everything was so perfectly planned and implemented that we haven’t had any issues.”

FOR MORE INFORMATION,

please contact an ITsavvy Client Executive.

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The ITsavvy Solution

HARDWARE

- HP DL380 G6 Servers
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- HP LeftHand P4500
- Quantum Superloader

SOFTWARE

- VMware vSphere

PARTNERS

- HP
- VMware
- Quantum
- CommVault



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