

ENGINEERED SOLUTIONS

A MANUFACTURING
SUCCESS STORY

DEDICATED SERVICE,
MORE BRANDS
CREATE COMPLETE
SOLUTION



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Jeremy H.,
Director of IT

About the Client

ITsavvy's client is a 150-year-old manufacturer, importer, and distributor of products, such as buttons, to the retail and wholesale trades. Their products—some of the most widely recognized brands in the market--are used by consumers engaged in a variety of home sewing and general craft-related activities. They are the largest supplier of programmed button assortments in the U.S.

Their Challenge

The client's administrators, including Director of IT Jeremy H., recognized that their disaster recovery system needed a major upgrade in order to avoid significant downtime in the event of a disaster. Jeremy

OVERVIEW

Industry
Manufacturing

Client Profile
ITsavvy's client is a 150-year-old manufacturer, importer, and distributor of products, such as buttons, to the retail and wholesale trades.

Business Situation
Their disaster recovery system needed a major upgrade in order to avoid significant downtime in the event of a disaster.

Solution
Products included an EMC VNXe 3100 (12 TBs) along with enhanced hardware and software support; and VMware vSphere Essentials with 24x7 support. Services included onsite implementation and installation.

Benefit

- > High availability
- > Scalability
- > Ease of use
- > Reduced cost



explained, “Like a lot of other companies our disaster recovery system consisted of file backup to tape. It worked well for restoring files, but it wouldn’t work in a complete disaster. The way things stood, we estimated that it would take at least 2 weeks if not a month to fully recover. We wanted to review alternate options for modernizing disaster recovery.”

Our Solution

A major national systems provider referred Jeremy to ITsavvy and Associate Systems Engineer James F. “I didn’t know very much about ITsavvy, so I did some research to see the size of the company and things like that,” Jeremy said. “James was very helpful and responsive. The clincher was their engineer, Jason B. He was just so knowledgeable and knew exactly what we were working with. I did a lot of shopping around and the pricing seemed to be as good as I’d seen. Between James, Jason, and the pricing it was an easy sell.”

Jeremy said that trust was also important. “I have some background in VMware and some of the technologies we were using. Jason responded quickly and fluently to all of the questions and challenges that I threw at him. At first I did some research to verify his findings, but I quickly learned to trust him.”

Products included an EMC VNXe 3100 (12 TBs) along with enhanced hardware and software support; and VMware vSphere Essentials with 24x7 support. Services included onsite implementation of VNXe, and Dell R710s with a VMware Essentials Bundle; physical-to-virtual migration of the client’s 3 existing servers; installation of a Dell T110 with an HP RDX backup unit; and setting up Veeam for backup to RDX.

As one of an elite group of Dell authorized resellers, ITsavvy was able to provide the client with a complete solution—one point of service and one point of accountability. “I didn’t realize anyone actually resold Dell, but we are seeing a price savings by buying Dell from them,” Jeremy said.

Another advantage of working with ITsavvy is the fact that the engineers who will be performing the installations create the quotes. This means that there are no misunderstandings, no surprises. The quotes are accurate and the installations go smoothly.

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Jeremy H., Director of IT

Jason installed the hardware, software, and fully explained everything to Jeremy during the installation. “My experience is that other vendors have engineers that are working with a number of other clients and are constantly interrupted with phone calls and texts, etc.,” Jeremy said. “But Jason was very focused on our solution. He stayed there until we were 100 percent OK with everything. The irony is that he was so diligent I almost had to shoo him out. You just don’t find that kind of dedication to job performance.”

Their Success

Since the installation, the client’s servers are significantly faster and perform much more efficiently. Side benefits have been that the air-conditioning bill for the server room and the physical footprint for the equipment have both been dramatically reduced.

“The high availability has been great,” Jeremy said. “We have been able to do updates with no downtime. It’s much less to maintain and administer.”

Now, the client is ordering daily print supplies from ITsavvy and continues to see a price savings on new Dell equipment.

James added that Jeremy and everyone else he and Jason have worked with at the client have been involved, helpful and eager to learn. “This is a company with a solid history and a bright future,” he said. “It’s our privilege to work with them.”

Jeremy said, “I would absolutely recommend ITsavvy because of pricing, customer support, and personal one-to-one service. You get the small company feel and the technical knowledge that James and Jason both have. I know I’m getting accurate answers back. Between the pricing, the high level of technical knowledge, the customer support, and the absolute trust---really it’s a no-brainer for me.”

FOR MORE INFORMATION,

please contact an ITsavvy Client Executive.

ITsavvy

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ITsavvy is an end-to-end value added IT product and solution reseller with offices nationwide. With 99% of in-stock orders shipping same day and \$8 Billion in daily inventory, we fulfill our client’s needs and deliver peace of mind.

 REGISTER FOR ACCOUNT

The ITsavvy Solution

HARDWARE

- EMC VNXE 3100
- Dell PowerEdge R710
- HP E2510-24G

SOFTWARE

- VMware

PARTNERS

- EMC
- VMware



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