

## IT PRODUCTS

A MANUFACTURING  
SUCCESS STORY

# STANDARDIZED TECHNOLOGY SUPPORTS AN AGGRESSIVE GROWTH STRATEGY



## Overcoming the IT challenges that come with growth.

In 2011, our client announced its goal to become the world leader in their industry. This vision is based largely on the company's aggressive strategy of growth by acquisition. Such a business model, while proving financially successful, has presented challenges for the company's IT operations.

### Working lean and mean

"We do a lot more with a lot less than other companies," explains Eric B., Manager of Network Development. Although the company is a \$2 billion global corporation, on the network side of the house they operate with an IT staff of fewer than 10. "We all react pretty quickly, from the shop floor to the CEO. That's the way we operate. We pride ourselves in responding faster than our competitors."

### OVERVIEW

#### Industry

Manufacturing

#### Client Profile

Based in the Midwest, this global manufacturing company has been in business for more than a century. In 1993 it expanded its capabilities to include assembly. With over \$2 billion in sales, their products can be found in a variety of business and consumer applications.

#### Business Situation

An aggressive business model of growth by acquisition had already been established. The challenge was bringing new operations on board quickly and cost-effectively.

#### Solution

ITsavvy and HP partnered with the client's technology experts to create a cookie-cutter IT configuration that can be integrated with existing frameworks and implemented across all facilities.

#### Benefit

- > Improved resiliency
- > Standardized hardware
- > Enhanced performance
- > Quicker response times
- > Improved business agility

## A reliable partner

To facilitate this mission of responsiveness, our client needed a reliable IT vendor that would match its strategic commitments. So Eric turned to ITsavvy. For nearly two decades Jim Mundall has been their ITsavvy Senior Client Executive. The two work collaboratively, developing a relationship of mutual respect and trust.

## Support and responsiveness

“We don’t have any other vendors who know our account, our operations and our needs like ITsavvy does,” Eric says. That familiarity, coupled with ITsavvy’s ability to support the client’s quick turnaround needs, is the basis of this business partnership. “Having someone who has a history with us, who understands how our business works, is important, and absolutely critical.”

## Success through collaboration

And with an eye on the industry’s top position, they can’t afford to have technology outages that might threaten production or information flow. So a third collaborative relationship was forged with HP – creating a technology ecosystem that was reliable, and could be standardized across all their facilities.

When alternatives were being considered, ITsavvy suggested HP. “When you are running a multi-billion dollar company, quality and performance are the most important considerations,” Jim Mundall advises. “I knew HP could be relied upon to deliver both.” With its price point, scalability, reliability and reputation, HP checked off all the boxes. For guidance, Jim turned to Seth Maybury, Enterprise Account Manager of HP Networking.

Together the team set about establishing a technology strategy that would enable aggressive growth initiatives without jeopardizing operations performance. The plan: to devise an architecture template that could be replicated and integrated across all facilities, including new acquisitions. This common framework model can be rolled out with new technologies without a major investment in networking add-ons.

“Our partnership has delivered a complete next generation data center technology.”

Seth Maybury, HP Networking

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Eric B., Manager of Network Development, Manufacturing Industry

For instance, the HP 5800 series model the client uses in their data center enables both 1 GB and 5 GB technologies. “Our 5800 series leverages IRF (Intelligent Resilient Framework) technology that allows for this cookie-cutter approach,” Seth explains. “As they add new storage platforms at their sites, we can quickly scale and support. It simplifies their business, improves IT maintenance, and dramatically increases their resiliency.”

## A flexible solution

This resiliency offers multiple options that keeps operations up and running during an event, reducing their risk for complete outages without a prohibitive cost. HP enables high-feature functionality at an attractive price point. As Seth explains, “They don’t need to spend their money on IT. They need to spend their money on producing product. Our solutions enable that.”

The client has high praise for both ITsavvy and HP. But Seth and Eric readily admit that ITsavvy is the glue that binds the collaboration. “ITsavvy goes above and beyond what other vendors would do to make sure we are completely satisfied,” says Eric. Seth adds, “ITsavvy knew HP would be the right fit. Our partnership has delivered a complete next generation data center technology.”

**FOR MORE INFORMATION,**  
please contact an ITsavvy Client Executive.

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## The ITsavvy Solution

**HARDWARE**

- HP DL 380 Servers
- HP A5800 and A5820 Switches
- HP P4500 and P4300 SAN

**SOFTWARE**

- VMware
- CommVault

**PARTNERS**

- HP
- VMware
- CommVault



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