

## CLOUD SOLUTIONS

AN ENERGY  
SUCCESS STORY

TURN CAPEX  
INTO OPEX

# Virtual Desktop Breaks a Costly Upgrade Cycle

## About the Client

For nearly 40 years, Emtrol-Buell Technologies LLC has supplied the energy industry with solutions for air pollution control and process gas treatment equipment, and leads the world in cyclone design and fluid bed applications. The company is a division of CECO Environmental and has operations in New York, Pennsylvania and the UK.

Emtrol's engineering solutions and product designs are developed using powerful 3D software, including AutoCAD, Inventor and Vault, all part of the Auto Desk Product Design Suite. The software enables detailed designs and documentation to intricate specifications that support Emtrol's worldwide reputation for superior design, precision and workmanship.

## Their Challenge

Upgrades to the Auto Desk software were often cumbersome. The software took up a lot of operating and storage space, and the files it generated could be enormous due to sophisticated analytics and mechanical calculations. The continuous upgrade cycle was becoming a costly and time-consuming challenge for Patricia S., Emtrol's Office Manager. "We are a small firm, and the burden was on me. Every two years we had to upgrade the server and all of the equipment that goes along with it."

## OVERVIEW

### Industry

Energy

### Client Profile

Emtrol LLC is the world leader in cyclone design and specialists in fluid bed applications. The company is a subsidiary of CECO and has operations in New York, Pennsylvania and the UK.

### Business Situation

A two-year upgrade cycle to support high-end engineering software was becoming an expensive CapEx burden.

### Solution

savvyDesktop Virtual Desktop Solution  
savvyGuard Managed Help Desk  
AutoDesk Product Design Suite Licensing

### Benefit

- > Emtrol went from a CapEx to an OpEx model
- > Moving software to the cloud eliminated server and storage needs
- > AutoDesk Suite umbrella contract for the US and the UK saved licensing costs
- > 24x7x365 user support frees up office staff
- > Software upgrades are automatic

Additionally, there were remote users in Pennsylvania and the UK who needed to access the software and the larger shared files. Patricia had been a client of ITsavvy's for over 20 years. She sought guidance from Don Miller, Senior Client Executive with ITsavvy's Long Island team.

### Our Solution

Miller recommended savvyDesktop® virtualized desktop solution. The server-hogging Auto Desk software would be uploaded into the cloud and would be available for onsite and remote engineers to login for access. This removed the burden and cost of on-premise storage for the software and the data files. It also removed the burden of replicating software upgrades and patches across multiple workstations.

A single software license provided additional cost savings. "Auto Desk is a very expensive package, and we were paying per seat," Patricia said. "Don recommended purchasing an umbrella license." There was one hitch, however. While the New York and Pennsylvania users all were captured under a single license, the UK office was operating under a separate license. One option would have been to purchase a global license that all locations would use, but that was prohibitively expensive. Miller spent several months negotiating with Auto Desk on behalf of Emtrol. Since the seven UK users could be considered a satellite team rather than a separate entity, Miller was eventually able to include the small UK team under a single US-supported license for a significant cost savings.

### Their Success

High-end video cards were installed on user equipment to enable a desktop-quality user experience through a remote VDI workstation. Users who are on the road can now log in to savvyDesktop and access large files from their home, client office or hotel. Without the burden of maintaining the Auto Desk software, Patricia has been able to devote more time to projects that had been put on the backburner.

savvyDesktop enables faster onboarding of new employees and reduces the need for expensive onsite workstations. Now for Emtrol, data is secured in a centralized, offsite location, with automatic backups and antivirus upgrades, ensuring business continuity.

"Now if we have an issue, I forward a request to ITsavvy. They correct it quickly. It's a real time saver for me, and my users stay productive."

Patricia S., Office Manager, Emtrol

"We helped Emtrol negotiate a more favorable licensing deal with the vendor."

Don Miller, Senior Client Executive, ITsavvy

ITsavvy's virtual desktop solution enables small and medium sized organizations to reduce the CapEx costs of upgrading and migrating operating systems and applications. Yet, as Emtrol discovered, the licensing process can be complex. ITsavvy's partner-level vendor relationships can be invaluable in negotiating software contracts.

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

**ITsavvy**

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## The ITsavvy Solution

### HARDWARE

- Cisco UCS
- EMC
- Pure Storage

### SOLUTIONS & SOFTWARE

- savvyDesktop® Virtual Desktop Solution
- savvyGuard® Managed Help Desk
- Microsoft Office Suite
- AutoDesk Product Design Suite including AutoCAD, Inventor and Vault

### PARTNERS

- Citrix
- Cisco
- EMC
- Pure Storage
- Dell

