

ENGINEERED SOLUTIONS

A PUBLIC SECTOR
SUCCESS STORY

THE HIGH VALUE OF RELATIONSHIPS

Complete Backbone Upgrade Within A Tight Budget

About the Client

Butler County is a regional government in southwest Ohio and is part of the Cincinnati metropolitan area. In the 2010 Census, 368,000 residents called Butler County their home. An IT department of 23 oversees the infrastructure of 33 government facilities.

Their Challenge

An aging infrastructure with components that were seven to ten years old presented daily challenges to the IT staff at Butler County. Connectivity between sites was extremely poor. "In addition, a number of departments ran backup applications that were so sluggish they would saturate the pipeline. Backups often extended into working hours, which greatly impacted our users," explained Brett W., Network Engineer for Butler County.

In 2015, Brett sought guidance from HPE. He knew he wanted to feature HPE components in his infrastructure renovation, and his long-standing experience with HPE's sales and engineering teams gave Brett confidence they would lead him to a cost-effective solution. "This was a very large project for us, both financially and in scope. I was anticipating the challenges and complexities that might come up during the integration of new components within a legacy

OVERVIEW

Industry

Public Sector

Client Profile

Butler County is in southwest Ohio and serves about 370,000 residents. The IT staff oversees the IT infrastructures in 33 facilities.

Business Situation

Butler County had mismatched legacy systems and bandwidth limitations. Slow backup windows were extending into working hours and were impacting user productivity.

Solution

ITSavvy partnered with HPE to deploy and upgrade the infrastructure to a 10GB network backbone.

Benefit

- > Eliminated mismatched legacy hardware
- > Boosted user productivity with higher bandwidth speeds
- > Shortened backup windows
- > Improved visibility with county-wide reporting
- > Accelerated trouble-shooting capabilities
- > Completed project within tight time and cost constraints

environment. After initial conversations, HPE suggested we bring in ITsavvy for implementation. Although we had not worked with ITsavvy, we trusted HPE's direction," said Brett.

Our Solution

At the outset, a primary goal for the project was to phase out an existing 1GB networking hardware and upgrade everything to a countywide 10GB network backbone. A secondary goal was to eliminate mismatched legacy brands and provide the Butler County team with an HPE-dedicated infrastructure that would be more reliable and less complicated to maintain.

However, the project could not move ahead without everyone's agreement that it be accomplished within very tight cost constraints. Scott knew from his experience with public sector clients that process and pricing would be his primary hurdles. "I am very respectful of the decision-making process that is specific to my government clients," he said. "Since we were a new vendor, I wanted all of the stakeholders to be confident in ITsavvy's capabilities."

In addition, the project would span over two fiscal years without any price deviations during that period. "This turned out to be one of the biggest challenges that we all grappled with together," said Scott Gibson, Senior Client Executive in charge of the project for ITsavvy. It required ongoing negotiations between Scott and HPE. "This is where the value of relationships became essential," Scott explained. "I have a strong partnership with HPE, and HPE in turn has a really great relationship with Brett. As a group, we were committed to a successful outcome."

With all parties agreeing on the terms, the budget was approved in January of 2016, and the project moved forward with first installations a few months later. During the next year and a half, each of Butler County's 33 facilities and all 153 switches in the county's backbone would be upgraded to 10GB, all within the project's original timeframe and budget.

"I know that ITsavvy worked on behalf of Butler County to get the best overall value for us."

Brett W., Network Engineer

"This project had strict financial drivers. We worked closely with HPE to ensure the client's goals were met."

Scott Gibson, Senior Client Executive

Their Success

For any public sector organization, technology is critical to delivering services to constituents. Yet, limited funds are always an issue, and public sector IT teams have to be creative and cost-efficient. So in addition to the performance upgrade, the Butler County IT team now has powerful reporting capabilities that simplify capacity planning and troubleshooting. "Our performance is night and day better these days," said Brett.

For ITsavvy, it has meant the beginnings of a new client relationship. ITsavvy also has expanded its relationships with manufacturers that were preferred vendors of Butler County. This has created a strong network of partners all working toward the same goals. Brett took a big leap of faith in awarding ITsavvy with this large, long-term project. We greatly appreciate their trust.

FOR MORE INFORMATION,

please contact an ITsavvy Client Executive.

ITsavvy

855.ITsavvy (855.487.2889)

Info@ITsavvy.com

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

- Aruba Switches
- Aruba Power Supplies
- Aruba Network Stacking Modules
- Aruba Expansion Modules
- HPE Power Supplies
- HPE Stacking Cables
- HPE Network Stacking Modules
- HPE Expansion Modules

SERVICE & SOFTWARE

- HPE Foundation Care
- HPE Intelligent Management Center

PARTNERS

- HPE
- Aruba



Follow us      events