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SITUATION & SOLUTION

A national specialty design and printing company specializing in retail. With over \$50M in annual sales revenues and staff of about 200, the company is a leader in delivering retail signage, point of purchase displays, store décor and design work.

As the business has grown and the deliverables have become more complex, a number of business and workflow applications have been rolled out. The company has increasingly depended on these technology systems to ensure their competitive advantage in the market. Additionally, a number of their larger (national retail chains) have been counting on this company to help manage their signage and digital assets. Data growth at the firm has been significant. The key issue has been to build in resiliency into their computing infrastructure while maintain cost controls to support the current scalable business model.

SOLUTION OVERVIEW

The company was rolling out Epicor ERP software and a content management application based on Solaris. The IT staff is relatively small, so ease of use and administration of the new solution was very important. With the new ERP system, it has become imperative to build in solid business continuance and disaster recovery procedures. The current environment has technology from many different vendors/manufacturers and tends to be very heterogeneous.

The client needed a solution that was highly reliable, high performance, and provided flexible data movement including failover and load balancing all at a moderate price point.

- VMware vSphere
- Dell PowerEdge servers
- 40 servers - both Win & Solaris
- iSCSI SAN with 20TB of capacity
- DSN Professional Services

ENVIRONMENT SNAPSHOT

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Client was concerned about both capital and operating costs of solution.

VMware vSphere cluster was deployed and a number of servers virtualized.