Data Center TRANSFORMATION | Compute & Virtualization

Zones empowers tech firm with more control in its new in-house data center.

Our client produces a SaaS application that is used to assign tasks, track project progress, manage calendars, share documents, and manage other work with its spreadsheet-like user interface. In the last few years, the company has experienced rapid expansion, outgrowing its existing IaaS hosted infrastructure. To fix that, we designed a solution to bring the tech firm's new data center in-house. This gives the company direct control over every aspect of its data center.

Challenge

- Outgrown IaaS Infrastructure.
- Battling long wait times and increased costs.
- Lack of direct control of data center.

Solution

- Zones Integration Services.
- Zones Leasing.
- HP Enterprise DL 380 servers.
- Cisco Networking.
- F5 Networking.
- Tripp Lite racks, PDUs, and configurations.

Results

- New partnership provides direct control, management, oversight, and ease of use with all new systems.
- Greater control significantly reduces downtime and outages.
- Increased level of customer service interactions.
- More responsive to the company's own needs, customer needs, and their industry's needs.

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Case Study | Data Center TRANSFORMATION | Compute & Virtualization

The Challenge

Rapid growth presents new changes in the business landscape of any company. Our client's rapid growth in the last several years meant it had outgrown its IaaS hosted infrastructure. Many companies outsource their IaaS to the cloud in order to save costs and reduce their data footprint and staff. The tech firm was concerned that reducing staff in order to save costs would result in a loss of hundreds of person-years of knowledge. In addition to fighting the outsourcing of its data centers, the company had been battling increasing monthly costs and long wait times for adjustments. Regaining control of the data center was a top priority for this customer.

The Solution

Zones designed a solution involving multiple partners to ensure that bringing the company's data center in-house would give it direct control, management, oversight, and ease of use with all new systems. Zones is building 16 server racks that include more than 275 HP Enterprise DL 380 servers which are being assembled and integrated at the Zones Integration Lab in Chicago, IL. When delivered, these servers will be plug-and-play. Zones also prepared an internal kit SKU for each full server rack to simplify ordering of additional racks, should the company need to add to its environment in the future.

Working together, the Zones account executives, inside solutions architects and on-site Zones representatives as well as partner representatives created a complete solution that met all objectives – including the preservation of valuable institutional knowledge. Then, the Zones leasing team put together a plan to roll the entire project into an easy and manageable operational expenditure.

The Results

By choosing to go with the Zones solution, the company gets direct control over every aspect of its data center. This greater control will significantly reduce downtime and outages, and increase positive customer service interactions. In being more responsive to the company's internal demands, it can focus its attention on the needs of its customers.

Direct control of its data center operation.

Reduces downtime and outages.

Better access to customer feedback.

Hewlett Packard Enterprise

CISCO Partner
Gold Certified

f5

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