



Standardizing on Dell Stabilizes Company's Data Center and IT Procurement

When a leading provider of e-discovery solutions initially built a data center based on its preference for Dell EMC, they didn't anticipate supplier challenges. Consequently, over time it became a mixed environment that was difficult – and costly – for the company to maintain. Plus, the data center was no longer meeting the company's ever-increasing storage requirements. As a Dell EMC Titanium Partner, we could immediately overcome all the procurement and IT challenges the company experienced while working with multiple suppliers.



Solution to leverage digital information to minimize cost and adjust workflows.



Overcome partnerships and process-oriented challenges with multiple IT suppliers.



Provide consistency and reliable access to Dell EMC solutions and manage supplier relationships.



Challenge

- Extensive time and high cost of managing a mixed vendor data center environment
- Lack of reliable source for preferred Dell EMC products and services



Solution

- Zones, as a Dell EMC Titanium Partner, increases accessibility to products
- Zones services including: scoping, engineering, and implementation
- Dell EMC server, networking, storage, desktops, and workstations



Results

- Streamlined hardware and software sourcing, deployment, and support services
- Easy scalability of servers and storage as additional resources are needed
- Unified management reduces operational complexity and lowers costs

Dell EMC Storage

The Challenge

To support business and product development, a leading provider of e-discovery solutions built a data center based on Dell EMC solutions. But, as the company built out their data center they experienced supplier challenges, which led to the deployment of other vendor products. Consequently, the mixed environment was making maintaining the data center difficult – and costly – for the company.

The company's challenges went beyond data center management. They were experiencing an accelerated rate of data growth. So, they were looking for a solution that could help them leverage their digital information while also increasing efficiency, adjusting workflows, and minimizing costs.

The Solution

Since Zones is a Dell EMC Titanium Partner, we could immediately overcome all the partnership and process oriented challenges the company experienced while working with multiple IT suppliers.

The Dell EMC products we provided included:

- Servers
- Storage arrays
- Networking
- Desktops and workstations

Our solution architect and engineers collaborated with Dell EMC specialists to architect a more efficient, effective data center. The Zones team also completed services for project scoping, sourcing, engineering, and implementation/deployment.

The Results

We were able to eliminate the complexities of sourcing products and completing projects in the company's data center through our partnership with Dell EMC.

By standardizing their environment, the company's IT director is spending a fraction of the time he previously spent when trying to manage supplier relationships himself. He no longer worries about invoicing, shipping, or managing support services needed during mission critical events.

A significant benefit of standardizing on Dell EMC products is the lower costs, and that extends not only to hardware but also to software, deployment, operations, and support services.

Other benefits of using common Dell EMC components and optimizing their capabilities include:

- **Scalability:** Dell EMC servers and storage can be easily scaled outward as demand for additional resources are needed
- **Manageability:** Dell EMC hardware running common and optimized software in servers and storage devices significantly reduces operational complexity
- **Stability:** The company is confident in the performance of Dell EMC solutions, and we're helping to ensure optimal performance and reliability.

Zones continues to provide solutions, services, and support to ensure the company has consistent, reliable access to Dell EMC solutions.

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