

CASE STUDY...

IT In-Depth



Lanway build IT infrastructure solutions, more importantly we build trusted partnerships with our clients. By listening and sharing ideas, our team of experts can really make a difference and deliver tangible benefits to the organisations we work with. **One such customer is Coach House...**

COACH HOUSE ANTIQUES FILE



Coach House Antiques were running an IT system totally dependent on a number of physical servers. The client had concerns that if any of the servers ceased to be operational for a period of time, the business critical processes would be significantly affected..... time to call **LANWAY**.

CUSTOMER PROFILE

COMPANY : COACH HOUSE LIMITED
 INDUSTRY : FURNITURE & GIFTWARE
 COUNTRY : UNITED KINGDOM
 FOUNDED : 1975
 EMPLOYEES : 400
 WEBSITE : WWW.COACHHOUSE.CO.UK

THE CHALLENGE

OVERHALL EXISTING SERVER INFRASTRUCTURE AND REPLACE WITH CUTTING EDGE TECHNOLOGY TO REDUCE DOWNTIME AND SINGLE POINTS OF FAILURE IN THE EVENT OF A DISASTER

LANWAY SOLUTION

LANWAY DESIGNED A FULLY VIRTUALISED SERVER AND STORAGE ENVIRONMENT BASED ON HP, MICROSOFT AND VMWARE TECHNOLOGIES THAT DELIVERED A HIGH AVAILABILITY SOLUTION AND MINIMISED DOWNTIME IN THE EVENT OF A FAILURE.

Preferred Partner
GOLD



Microsoft
GOLD CERTIFIED
Partner

vmware
PARTNER
ENTERPRISE
SOLUTION PROVIDER

COACH HOUSE ANTIQUES FILE

The Background

Coach House was established over 30 years ago in Colne, Lancashire and the business has grown to be the UK's largest trade only supplier of Furniture and Giftware and the sole UK importer for several unique furniture ranges.

Coach House relocated to their Head Office in Altham 6 years ago and the business occupies an impressive 25,000 feet of themed showrooms with over 14,000 product lines. Trade customers can use the business's cash and carry facilities or have their order delivered free of charge to any address in the UK.

The Issues

Coach House Antiques were running an IT system totally dependent on a number of PHYSICAL servers. The client had concerns that if any of the servers ceased to be operational for a period of time, the business critical processes would be significantly affected having a massive impact on business productivity and profitability.

In addition, the existing backup system meant that if any of the system components needed a complete rebuild, it would be unusable for at least 24 hours which with such a huge reliance on IT would bring the business to a standstill.

Lanway were brought in to develop a solution that would allow key services to continue with no more than one hours downtime in the event of problems developing. The solution needed to ensure no single physical server became critical to the operation, and that all information systems could be restored to completely new equipment seamlessly in the event of a total disaster.

The Results

Lanway proposed a virtualised server environment using industry established technology which would reduce the number of existing physical servers whilst increasing availability and resilience. Simply speaking this would allow Coach House Antiques' systems and services to be split into distinct roles, and run on the new infrastructure hardware that was implemented by Lanway.

In the event of the failure of any one part of the system, the services could quickly and easily be moved onto the remaining functioning elements whilst replacement hardware was sourced and installed. The solution allowed the client to split out the critical IT services into individual elements, each of which could be managed and protected by reducing the single points of failure. This solution also allowed the client to move their business forward without an exponential increase in cost and resources. With careful project management, the new solution had been installed and all existing services migrated to the new environment within 6 days.



What the client said

Marilyn Burgoyne, Systems Manager at Coach House was extremely impressed with the Solution that Lanway provided "It was paramount that we had a smooth transition, and Lanway delivered on every aspect, speed, efficiency and reliability.

The solution they presented fulfilled our brief and I am reassured that our business, servers and systems are now fully protected. I am confident that we can continue to grow our business and provide our customers with the excellent service we strive to deliver."