

CASE STUDY...

The perfect fit



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 Precision Polymer Engineering...**

THE PPE FILE



Efficiencies within the organisation have increased, space release in the server room and annual power consumption has been reduced. Staff efficiency and motivation levels have improved along with a more focussed DR solution. In addition the IT management team can now focus their attentions elsewhere, as Gary Bradshaw (Business System Team Lead) says, "Previously there wasn't time to do the role assigned".

CUSTOMER PROFILE

COMPANY : PRECISION POLYMER
ENGINEERING
 INDUSTRY : MANUFACTURERS OF HIGH
PERFORMANCE MOULDED
RUBBER SEALS
 COUNTRY : UK & USA
 FOUNDED : 1975
 STAFF : OVER 150
 WEBSITE : WWW.PREPOL.COM

THE CHALLENGE

THE IBM SERVERS WERE COMING TO THE END OF THEIR SUPPORT LIFE AND A NEW SOLUTIONS WAS NEEDED TO FIT THE ERP/SITELINE SYSTEM AS WELL AS BUSINESS CONTINUITY. THE SOLUTION ALSO NEEDED TO EXPAND WITH THE BUSINESSES AMBITIOUS GROWTH PLANS.

LANWAY SOLUTION

LANWAY INTRODUCED A HYPER-V SYSTEM WHICH WOULD ENABLE A RESILIENT DISASTER RECOVERY SOLUTION AND EASE OF AVAILABILITY. IN ADDITION THE BUSINESS IS NOW REALISING COSTS SAVINGS IN REDUCED HARDWARE EXPENDITURE, MAINTENANCE COSTS AND ENERGY CONSUMPTION.



THE PPE FILE

The Background

Precision Polymer Engineering (PPE), a Unit of IDEX Corporation, operates at the forefront of elastomer component design. Established for over 30 years, they manufacture and supply high performance moulded rubber seals (elastomer seals) and rubber gaskets to industries such as Aerospace, formula 1, oil and gas and semi conductor around the world.

The rubber seals and rubber gaskets that PPE produce are moulded in a range of high specification materials to meet demanding sealing applications including extreme temperatures and chemically aggressive environments.

PPE work closely with various leading companies and organisations in a range of industries to develop sealing solutions that last longer, require less maintenance and deliver the lowest cost of ownership.

The Issues

PPE ran an ERP System with Sitaline software which Lanway provided IBM servers for some years previous. They were now coming to the end of their support life and as such PPE needed a new solution that would replace the hardware but would also grow with the business.

The company put the project out to tender to several UK IT companies with Lanway being successful with their bid. Gary Bradshaw (PPE's Business Systems Team Lead) explained "Lanway were a perfect fit for our business requirements - they talked our language and understood the brief from the outset".

"We realised that the right solution for the company was through Virtualisation (a total solution) and initial thoughts were to use VMware software. Lanway made us aware of other solutions that may fit our needs more appropriately and we eventually went with the Hyper-V application as it was a much better business fit for the company's needs for now, but more importantly looking to the future".

The Results

"The installation of the Hyper-V solution was undertaken by Lanway in a very professional manner with the technicians explaining each step of the installation to PPE staff members" explained Gary Bradshaw.

"The company is now much more confident with its DR resilience and has much greater availability and performance from its data throughout all offices both nationally and internationally.

This has made PPE more flexible in its IT thinking and has saved time across all areas of the business. The NetApp solution installed can now cope with duplication of the data that is now in place along with ease of management, standing the company in good stead for future growth".

In addition, desktop virtualisation is now a real prospect with the new solution in place. This means that the IT infrastructure within PPE is now sound and any problems that occur will be resolved smoothly and swiftly.



What the client said

Gary Bradshaw (Business Systems Team Lead) described Lanway as "a knowledgeable provider with a desire to hit objectives that a customer sets out", he went on to say "The main SLA's (Service Level Agreements) from Lanway are to get any IT problems or issues within the PPE infrastructure resolved within the hour". Gary is really impressed with this

level of service as previously this would have taken 24 hours or even days to be resolved, making downtime within the company a real problem. "I seem to sleep a lot better a nights now - knowing that the IT infrastructure within PPE is sound and that if any problems did occur Lanway would be on hand to resolve any problems swiftly and smoothly."