FUJITSU

Case Study
Ashgate Hospicecare

»Fujitsu PRIMEFLEX® vShape has given us a new level of confidence in our organisation. It has allowed us to streamline what was a complex IT landscape and transform it into a hardware profile that can be used for many years to come.«

Peter Bradbury, Director of Finance, Ashgate Hospicecare

The customer

Country: United Kingdom
Industry: Healthcare
Founded: 1988
Employees: 240
Website: www.ashgatehospicecare.org.uk

The challenge

Ashgate Hospicecare wanted to replace its ten ageing servers with a new virtualised environment that would provide the flexibility and performance demanded by its new management team.

The solution

Working with IT partner AAG Systems, the hospice deployed Fujitsu PRIMEFLEX® vShape, which combines every necessary component, including servers, storage and switches, in a single, out-of-the-box, virtualised solution.

The customer

Ashgate Hospicecare is an independent registered charity that provides specialist palliative and end of life care to adults and their families across North Derbyshire in the UK. The hospice has a 21-bed inpatient unit, 16-place day unit and provides a range of therapy and support services on site. The hospice also provides a wide range of community-based care and support services to enable people to stay in their own homes for as long as possible.

The challenge

Ashgate Hospicecare was faced with an ageing IT infrastructure that had grown organically over the years and was no longer fit for purpose, with performance issues and difficult incident management. The arrival of a new management team provided the necessary spur to re-evaluate its technology needs.

"We have a first class clinical reputation but our IT landscape didn't reflect it. It had been dictated by cost control rather than business development and that's something I wanted to change when I came on board," explains Peter Bradbury, Director of Finance at Ashgate Hospicecare. "This is a sizeable organisation, responsible for the care of many patients, and I wanted to have an underlying IT framework that would support the good work we do."

Ashgate Hospicecare turned to local technology consultants, AAG Systems, one of the UK's fastest growing IT providers, which provides a broad range of IT related services including hardware and software supply and managed services.

"We explained that we had a creaking infrastructure and had under invested in IT historically and asked for a recommendation," says Bradbury. "AAG Systems performed a thorough analysis of our needs and proposed a virtualised server and storage solution to replace our ten legacy physical servers."

The benefit

- Optimal availability due to zero downtime
- Increased user productivity and reduced frustration due to more responsive operation
- Instant scalability can provide new virtual servers at the touch of a button
- Increased performance by 80 per cent, making a tangible impact on the overall business

Products and services

- Fujitsu PRIMEFLEX vShape

The solution

AAG Systems proposed Fujitsu vShape as the ideal solution to meet Ashgate Hospicecare's present needs and future requirements. Fujitsu vShape is a reference architecture that integrates the expertise and technologies of leading manufacturers of servers, storage systems and networks, including Fujitsu x86 servers, storage systems from NetApp, switches from Brocade and leading VMware virtualisation software. All these components are synchronised for defined software packages and validated as a single solution.

"Fujitsu vShape provides an industry standard, out-of-the-box virtualised architecture with simple management," continues Bradbury. "This integrated and pre-configured server and storage solution enabled us to quickly define and deploy 13 virtual servers to support our existing applications."

Over the course of a single weekend, Ashgate Hospicecare was able to migrate its entire IT estate to the new virtualised Fujitsu vShape environment, minimising disruption to ongoing operations. AAG Systems provides a managed service contract in the event of any incidents.

"The migration was seamless and required no downtime on our part," adds Bradbury. "Which meant we near instantly enjoyed a new, robust, high performing and scalable IT infrastructure."

The benefit

Ashgate Hospicecare has seen immediate advantages to its new Fujitsu vShape system, including increased security, simplified management and 80 per cent faster performance. It also boasts unsurpassed availability and visibility of operations.

"Fujitsu vShape has given us a new level of confidence in our organisation. It has allowed us to streamline what was a complex IT landscape and transform it into a hardware profile that can be used for many years to come," says Bradbury. "We have had zero downtime since installation and, from a user perspective, it feels lighter and more responsive. That in turn makes our people more productive."

As a non-profit organisation, IT investments are scrutinised in detail and this was no exception. However, the investment has paid off in spades as Fujitsu vShape has provided a robust, flexible platform on which future growth can be built.

"I can double my capacity overnight if necessary, giving our organisation the ability to grow without spending more on IT," comments Bradbury. "I can also deploy new applications and services instantly and without affecting the existing ecosystem. And in the event of failure, the system can be rebuilt in a matter of hours, while the resilient architecture takes over operation."

Conclusion

With Fujitsu now established as partner of choice, Ashgate Hospicecare is looking to the future. Fujitsu vShape is the foundation of ambitious further development through which Ashgate Hospicecare hopes to upgrade and integrate its finance, fundraising and retail systems.

"Better IT gives us a competitive advantage and helps us deliver better care," concludes Bradbury. "Fujitsu vShape has really brought us into the 21st century and provided a platform for many years of growth.

"If I needed to deploy ten servers tomorrow, I could do it on the fly within minutes, thanks to Fujitsu vShape. It provides a versatile, high-performing and scalable IT environment that puts us in an ideal position for the future."

Peter Bradbury, Director of Finance, Ashgate Hospicecare

In collaboration with

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