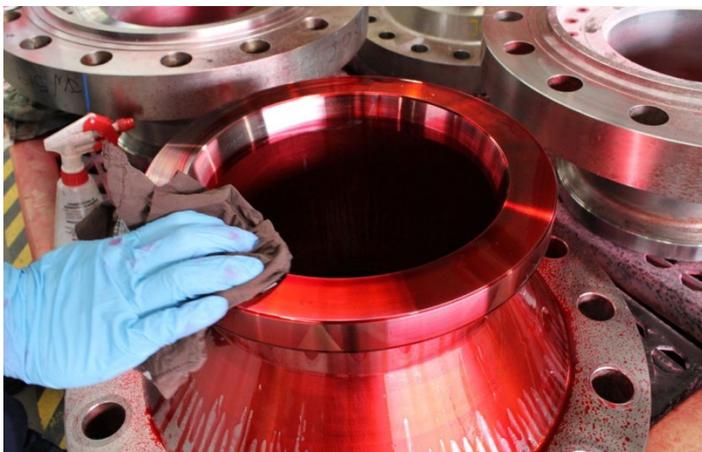


Case Study Callidus

“PRIMEFLEX® for VMware VDI is saving us money while providing a better, more uniform user experience and is future proofed for easy expansion. In addition, by centralising desktop and application services, we have dramatically improved security, giving us peace of mind.”

David Wood, CEO, Callidus



The customer

Callidus specialises in the management, maintenance, servicing and diagnostics of valves, actuators and instrumentation. The company’s goal is customer satisfaction achieved through engineering expertise, highly capable employees and a commitment to service.

Callidus Group’s corporate headquarters is in Perth, Western Australia, supporting a growing network of workshops in Darwin, Karratha, Brisbane, Adelaide, Gladstone, New Caledonia, Madagascar, Philippines, Balcatta and Wangara.

The challenge

Callidus has partnered with local IT specialist and Fujitsu partner, PSQ Group, for over three years. PSQ has been responsible for the support of the IT infrastructure, networking and voice/video environments under a managed service agreement. However, there was an ongoing need to scale desktop and application environments as the business underwent rapid expansion through acquisitions.

“Our company was expanding quickly so we needed to find a more scalable environment that would also enable rich media and a uniform user experience,” explains David Wood, CEO of Callidus. “The existing infrastructure, consisting of a blend of multiple vendor desktop, servers and storage was no longer sufficient to meet our needs.”

PSQ worked with the customer to engage the incumbent vendors for solutions. However, after introducing Callidus to Fujitsu, it became clear that it was the only vendor that could provide the necessary end-to-end solution. This consists of a comprehensive VDI environment based on integrated systems, thin clients as well as central storage.

“PRIMEFLEX® for VMware VDI was the only contender that ticked every box and could give us an all-in-one solution,” adds Wood. “It encompasses every element we needed while ensuring it could meet our needs today and into the future.”

The customer

Country: Australia
Industry: Manufacturing
Employees: 300
Website: www.callidusgroup.com.au



The challenge

Callidus wanted to introduce a rich media environment with centralised management and a more scalable desktop platform.

The solution

FUJITSU provided a comprehensive end-to-end VDI solution capable of meeting the needs of the business today and in the future.

The benefit

- Reduced operational costs thanks to easier management
- Easily scalable solution ensures it can grow with the company
- Uniform user experience, regardless of user location
- Enhanced security through the centralisation of desktop and application services

Products and services

- 10 x FUJITSU Integrated System PRIMEFLEX® for VMware VDI
- 3 x FUJITSU Storage ETERNUS DX100
- 200 x FUJITSU Thin Client FUTRO comprising FUTRO L420 and FUTRO X932 with PoE

The solution

PRIMEFLEX for VMware VDI is designed for virtual desktop infrastructures based on VMware Horizon View and contains pre-configured and pre-installed Fujitsu PRIMERGY servers for up to 42 virtual machines. This gives Callidus the choice to use an individual number of access devices, while also leaving the possibility for expansion in future.

Best suited to small and medium sized offices using a standard application environment, PRIMEFLEX for VMware VDI is pre-installed and ready to run. Small offices which may not have the time or resources to manage a complicated overhaul can easily experience the VDI revolution.

In Callidus' case, PSQ provided the design services and assessed the existing user and application base in order to create a bespoke storage and computing solution that met the brief. The new environment was deployed in parallel to the existing Terminal Services environment and users were migrated to the new environment in a staged and controlled process.

"The deployment was simple and, with the help of PSQ, we were able to undertake it without disrupting daily business," continues Wood. "Now our 300 users can enjoy a better, more consistent experience."

The solution consists of 10 x PRIMEFLEX for VMware VDI with 200 FUTRO thin clients for all locations. To host the business-critical applications in the headquarters, this is combined with 3 x ETERNUS DX100 disk storage systems. They support a range of business critical applications including Microsoft Exchange, Microsoft Office, Microsoft SQL, Microsoft SharePoint, Microsoft Navision, Pronto, MYOB, Adobe Products, Solidworks and CAD.

The benefit

Since migrating to the new Fujitsu solution, Callidus is seeing a variety of benefits. Not only can the environment scale easily to match company growth but it has also reduced support and administration costs through simplified management and maintenance.

"It's saving us money while providing a better, more uniform user experience and is future proofed for easy expansion," says Wood. "In addition, by centralising desktop and application services, we have dramatically improved security, giving us peace of mind."

Conclusion

With PRIMEFLEX for VMware VDI in place and providing a robust, reliable and high-performing IT environment, Callidus and PSQ are exploring other areas where Fujitsu might add value.

"There are a number of company acquisitions on the horizon; so we fully expect our relationship with PSQ and Fujitsu to continue over the coming years."

David Wood, CEO, Callidus

In collaboration with



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