

“We install and configure medical software on the Fujitsu PRIMERGY® server. We’re hoping this low-cost, one-stop-shop approach will encourage cash-strapped medical facilities to invest in this potentially life-saving solution.”

Melanie Gribbins  
Project Manager  
KPaul Properties LLC

KPaul installed two FUJITSU Server PRIMERGY RX2540 M2 units to support core business functions, enabling 100 percent reliability at 15 percent lower cost.

#### At a glance

Country: United States  
Industry: Medical Supplies  
Founded: 2005  
Employees: 35  
Website: [www.kpaul.com](http://www.kpaul.com)

#### Challenge

KPaul needed to replace its legacy server platform with a new virtualized environment. It wanted a low cost, high-performance server that it could also package and resell to its own customer base.

#### Solution

The company installed two FUJITSU Server PRIMERGY RX2540 M2 units to replace the existing eight physical servers. These support all key business applications, including the vital e-commerce platform. It is also installing Fujitsu servers with specialist medical software for sale to hospitals.

#### Benefit

- Costs have been reduced by 15 percent, through virtualization
- Delivered 95 percent uptime with the remainder dedicated to scheduled out-of-hours maintenance for maximum availability
- KPaul has identified 30 potential veterans' hospitals for its Fujitsu solution, which will benefit from the lower costs, better performance and unbeatable reliability

## Customer

KPaul Properties LLC is one of the fastest growing manufacturers and distributors of IT supplies in the USA. Headquartered in Indianapolis, KPaul offers customers truly holistic solutions; encompassing everything from initial consultation to the development of bespoke programs and the installation and the management of IT software and equipment. Serving clients across the USA, including nearly every Federal Government agency, KPaul helps its clients increase efficiency and reduce costs.

## Products and services

■ FUJITSU Server PRIMERGY RX2540 M2



## Challenge

KPaul Properties LLC is a VA Certified, Service-Disabled, Veteran-Owned small business, which puts particular focus on the sale and distribution of medical software and equipment that can help those injured in combat. In common with any other business, it needs a robust, stable and high-performing server platform to support core functions and applications. When its existing physical servers reached end of life, the company decided to introduce virtualization for additional flexibility, reliability and performance.

"We had ten aging servers that had been in place for eight years so they were essentially obsolete. Refreshing the estate gave us the perfect opportunity to virtualize," explains Yash Patel, IT Manager, KPaul. "We saw this as a way to reduce the physical footprint, manage costs and make the whole system more efficient."

KPaul evaluated a number of leading vendors based on two primary criteria: price and performance. The clear winner was Fujitsu, which offered industry-leading speed, combined with reliability at low cost. The company also saw this as an opportunity to incorporate Fujitsu hardware into its own distribution catalog.

"We sell into many veterans' hospitals and other government bodies, which typically prefer another incumbent vendor, however, it became clear that Fujitsu was a better, more cost-effective choice," adds Patel. "By installing it in our own back-office we hoped to demonstrate the value in terms of build quality, performance and cost."

## Solution

KPaul initially deployed two FUJITSU Server PRIMERGY RX2540 M2 units, a 2U dual-socket rack server with Intel® Xeon® E5-2600 v4 processors in conjunction with DDR4 memory technology. The modular design offers expandability of up to 24 disk drives, up to eight PCIe Gen3 expansion cards, and best-in-class energy efficiency thanks to two hot-plug power supplies with up to 96 percent efficiency.

These servers run Microsoft® Hyper-V®, which hosts the virtual machines that now run the business. Key applications, including Active Directory, Office productivity tools and the e-commerce platform, now operate in a flexible, virtual environment.

Our e-commerce site can get anything from one thousand to five thousand hits per day so it is critical that it stays online around the clock.

The virtualized Fujitsu server platform makes sure that is the case," continues Patel. "The set-up was very simple and migrating the applications was seamless and ensured minimal disruption to the business."

This initial success led KPaul to explore the potential of wrapping the Fujitsu hardware with specialist medical software and equipment to offer a more cost-effective solution to its customers.

"Although there remains a clear preference for a rival vendor within many government institutions, the simple fact is that Fujitsu outperforms its competitors at lower costs of around 15 percent," says Melanie Gribbins, Project Manager, KPaul. "We can pass those savings on to our customers without compromising on quality."

## Benefit

KPaul is realizing multiple benefits from its budding relationship with Fujitsu. Firstly, it now has a scalable, reliable virtualized infrastructure that is futureproof for years to come. On the single occasion when there was a fault, the Fujitsu service was swift and efficient.

"When we initially bought the servers, there was one faulty hard drive. Fujitsu delivered the replacement within three hours, which minimized the impact enormously," comments Patel. "That level of support gives us great confidence, as does the fact that we have so far experienced 95 percent uptime with the remaining five percent being scheduled out-of-hours maintenance."

The Fujitsu server, preloaded with specialist medical software and complete with appropriate medical hardware, offers an out-of-the-box, plug-and-play appliance for processor-intensive medical imaging.

"We install and configure specialist medical software on the Fujitsu PRIMERGY server for veterans' hospitals, making it simple for them to get the system up and running," remarks Gribbins. "We're hoping this low-cost, one-stop-shop approach will encourage cash-strapped medical facilities to invest in this potentially life-saving solution."

The initial deployment has already proven so successful that KPaul is looking to extend it further within its own business. Plans are in place to add another Fujitsu server and introduce Fujitsu ETERNUS® storage.

"We doubled our revenue last year and expect to do the same again this year; that kind of growth requires a little more capacity, which Fujitsu can provide," concludes Patel.

## FUJITSU

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