FUJITSU

Case Study
AAG Systems

»The beauty of PRIMEFLEX® vShape is its simplicity – it took me longer to unbox the kit than it did to get it up and running. Within two hours the system was fully operational and we then migrated everything to the new virtual platform in a matter of hours.«
Matt Shore, Technical Director, AAG Systems

The customer

Country: United Kingdom
Industry: Technical Services
Founded: 2009
Website: www.aagsystems.co.uk

The challenge

AAG Systems wanted to replace its aging servers with a new virtualised server and storage environment. It needed to find the right partner and technology to make the project a success.

The solution

As an existing Fujitsu customer and reseller, it turned to the company for advice. Fujitsu recommended its all-in-one, fully virtualised, enterprise-class vShape solution.

The customer

Founded in 2009, AAG Systems is a provider of IT products and proactive services to organisations of all sizes on a nationwide basis. It is one of the UK's fastest growing IT providers with a rapidly expanding team of engineers, sales and support staff. AAG provides a broad range of IT related services that includes hardware and software supply, managed services and IT related solutions. The company is recognised by all major vendors in the IT industry, as well as being the sole partner of a number of niche vendors.

The challenge

AAG began reselling Fujitsu client devices shortly after it opened for business but relied on other major vendors for its storage and server solutions – both internally and for its customers. This changed when the company purchased a Fujitsu PRIMERGY RX300 server to handle its SAP applications. In turn, this started a dialogue between AAG and Fujitsu concerning one of its principle challenges: virtualisation.

"Our own server infrastructure was reaching end of life so we wanted to install a highly available, flexible, virtualised environment that could host Microsoft Exchange, SAP and other business critical applications. The problem was the amount of time it takes to configure a virtual infrastructure," explains Matt Shore, Technical Director, AAG Systems. "We were delighted with the performance of the existing Fujitsu server so turned to the company for advice. We have found that other vendors are keen to shift boxes but not so eager to enter into a collaborative partnership. With Fujitsu, you really feel it cares about your business."

Fujitsu suggested its vShape solution would be the ideal platform for hosting an integrated, virtualised server and storage infrastructure that would be operational straight out-of-the-box.

The solution

Fujitsu vShape combines an organisation's storage, server, network and virtualisation software in a single, all-in-one solution, reducing the cost of design and time to deployment while freeing up valuable internal resource. It consists of Fujitsu ETERNUS DX200 S3 storage, Brocade IP switches and leading VMware virtualisation technology, running on Fujitsu PRIMERGY servers designed and optimised for virtualisation.

The benefit

- Fujitsu vShape was installed and configured within two hours and the full migration completed in less than half a day, meaning it had zero impact on the business
- Provides secure, high-availability for all AAG's critical applications
- Improves performance helping to increase employee productivity
- Provides disaster recovery and real-time monitoring of over 3,000 customer devices
- Creating new business opportunities by reselling vShape to its own customer base

Products and services

- Fujitsu PRIMEFLEX vShape
- 2 x FUJITSU Server PRIMERGY RX300, 96GB RAM, 2x Intel Xeon E5-2650 8C/16T 2.00 GHz 20MB, 10 x 1GB NIC's
- 1 x FUJITSU Storage ETERNUS SAN 3TB Usable
- 24U Rack
- 2 x 24 Port Brocade ICX 6430 Switches
- VMware Essentials Plus

"The beauty of vShape is its simplicity – it took me longer to unbox the kit than it did to get it up and running," adds Shore. "Within two hours the system was fully operational and we then migrated everything to the new virtual platform in a matter of hours. It was completely seamless and caused no disruption to the business. Given I was leaving for three weeks of paternity leave, that was a huge relief!"

The vShape solution is designed with two high availability clusters providing disaster recovery and real-time monitoring of over 3,000 customer devices: "It has enabled managed services that we can sell on to our clients and, no matter how much we throw at it, it will handle it."

The system currently supports critical virtual servers hosting applications including file and print, SQL, SAP, MS Exchange and email.

The benefit

High performance was the most obvious and immediate advantage of the new virtualised environment. AAG instantly noted a vast improvement in performance and availability, with total reliability.

"We've had zero issues with vShape; it is the perfect solution for the technical manager with no time because it sits in the corner and gets the job done," continues Shore. "We've seen dramatic performance improvements all around – our SMART performance monitoring of the Exchange server shows that it barely touches the thresholds we have limited it to."

With this flexible, all-in-one solution now in place, AAG sees the potential in reselling the vShape platform to its own customer base. The company has also grown the amount of Fujitsu enterprise technology it sells.

"With every big contract in the past few months, we have been pushing Fujitsu solutions. We're currently migrating a major European publisher's infrastructure to a virtualised platform running on a Fujitsu PRIMERGY RX350 – that shows that our customers are taking note," says Shore. "We've also sold Fujitsu vShape to Ashgate Hospice. A lot of our customers previously wouldn't have considered Fujitsu so it's helping open doors."

It has also made Shore and his team's lives easier through simplified management and better reliability. They no longer spend time firefighting server and storage issues and can focus on more strategic tasks.

"It's the perfect solution for our business and has removed a lot of the day-to-day headaches you normally associate with enterprise technology," concludes Shore. "So now I can concentrate on jobs that help us grow the company and better serve our customers."

Conclusion

Fujitsu vShape has provided AAG with a solution that is flexible, quick to deploy and high-performing. It now intends to purchase a complementary vShape to provide real-time replication in the data centre.

"Fujitsu not only has great products and services, it also has people who care about your business. When I pick up the phone to the company, I know there will be someone smart, enthusiastic and professional there to talk to me."
Matt Shore, Technical Director, AAG Systems