FUJITSU

Case Study
Canongate

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Alan Paris, IT Manager, Canongate

The customer

Country: United Kingdom
Industry: Publishing
Founded: 1973
Employees: over 50
Website: www.canongate.tv

CANON GATE

The challenge

Canongate needed to upgrade its legacy server and storage infrastructure in order to improve performance and reliability while safeguarding valuable data.

The solution

The company turned to FUJITSU Integrated System PRIMEFLEX vShape, an out-of-the-box, pre-configured, virtualised server and storage solution, consisting of Fujitsu PRIMERGY servers and NetApp storage.

The customer

Canongate was founded in 1973 and has since emerged as one of the most dynamic publishing houses in Britain. With a distinctly international outlook, Canongate Books continues to nurture and publish new talent from around the world, whilst retaining the essence of Scottish literature. It is one of the founding members of the Independent Alliance, a global alliance of ten UK publishers and their international partners who share a common vision of editorial excellence, diverse publishing and commercial success.

The challenge

Over the years, Canongate had amassed a patchwork of back end IT resources, including an aging Windows 2008 server that was supported by a number of network-attached storage devices. As the company continued to grow, it became apparent that this infrastructure was no longer fit for purpose.

"We had been plastering over the gaps in the architecture without a clearly defined unifying approach," explains Alan Paris, IT Manager, Canongate. "This meant that not everything was backed up properly. In one case, I discovered 3TB of data that hadn't been backed up; if that had been lost, it would have been catastrophic."

Another major issue was Internet connectivity; with two offices in Edinburgh and London, the ability to communicate and share files quickly is critical but the network simply wasn't up to the task.

"Our network connections were terrible which had a huge impact on the user experience – some employees simply gave up on certain applications because they were so slow," adds Paris. "The Finance Director agreed that something had to be done and set a fixed cost, which gave us an idea of our limits."

Canongate approached several vendors and system integrators to explore what could be done within their strict budget. When it met Fujitsu, which already provided desktop PCs and peripherals, it was presented with FUJITSU Integrated System PRIMEFLEX® vShape and immediately saw that it could be the perfect fit.

The benefit

- 100 per cent uptime, making employees more productive and reducing the maintenance burden on the IT team
- Connectivity has improved, encouraging much closer collaboration between offices
- A single pane of glass provides visibility of the entire system, making management simple
- In-built disaster recovery with NetApp Snapshot provides business continuity and removes risk
- The custom-built Schneider Electric NetShelter CX server chassis saves space, cost and time

Products and services

- FUJITSU Integrated System PRIMEFLEX® vShape

The solution

Fujitsu PRIMEFLEX vShape integrates the expertise and technologies of leading manufacturers of servers, storage systems, and networks, including x86 servers from Fujitsu, storage systems from NetApp and switches from Brocade. It's a pre-configured, fully virtualised, enterprise-class IT architecture that eliminates the hassle of designing, integrating and testing.

"Other vendors were proposing discrete components, which just adds complexity and cost, rather than an all-in-one solution," says Paris. "Fujitsu PRIMEFLEX vShape is standardised, pre-tested and built on great quality technology. It stood out head and shoulders above."

Canongate worked with a Fujitsu engineer onsite for four days to install the solution and migrate the data and applications. Given the limited space in the office, Fujitsu also supplied a custom-built Schneider Electric NetShelter CX server chassis to host the units. This allows for IT deployment wherever or whenever it is needed, saving space, cost and time, which was especially appealing to Canongate as no air conditioning or sound proofing were available.

"We've currently got five virtual machines up and running to support office productivity applications, MS Exchange and file and print," continues Paris. "The migration was seamless and caused minimal disruption to the business."

The benefit

The biggest differences Canongate has noted since the installation is the stability of the Fujitsu PRIMEFLEX vShape solution as well as vastly improved performance. This has led to reduced user frustration and increased productivity.

"Staff used to come to work wondering whether the server would be available and, if it was, how long it would take to retrieve files. Some people would make a coffee and chat while waiting for files to open," comments Paris. "Now, it's near instantaneous and the uptime is rock solid. That means people can get on with their work without delay."

In addition, Fujitsu PRIMEFLEX vShape provides bullet proof disaster recovery so there's no longer any chance of vital data being lost. NetApp Snapshot point-in-time copy software protects data with no performance impact and uses minimal storage space, assuring Canongate of business continuity.

Paris has also been impressed by the simple management and scalability of the solution: "Fujitsu PRIMEFLEX vShape gives me a single pane of glass through which I have total visibility of every operation. That makes my life easier. Furthermore, we can scale the system as we grow without any complications."

Already, Canongate has another Fujitsu PRIMEFLEX vShape prepared to be installed in its London office. This will enable better collaboration and reduce the need for physical travel between locations.

"Fujitsu recommended PeerSync which will allow us to share licences between offices – that will lead to savings," remarks Paris. "We'll also be able to share files and artwork much more easily."

Conclusion

With Fujitsu PRIMEFLEX vShape successfully delivering a high-performing, reliable and flexible IT platform for Canongate's Edinburgh office, which will soon be replicated in London, the company is now looking at other areas where it can employ Fujitsu solutions.

"We are due a PC refresh next year when our current devices reach end of life so we'll definitely look at what Fujitsu has to offer," concludes Paris. "Our experience with Fujitsu PRIMEFLEX vShape has shown that the company understands our needs.

"Fujitsu PRIMEFLEX vShape has provided a much improved user experience and will encourage collaboration between offices, all of which makes us more efficient and productive."
Alan Paris, IT Manager, Canongate