

Case Study

Grocon Group

» Beyond the technology, Fujitsu has provided a real human touch. It's not just about vision; it's about ensuring total customer satisfaction. Fujitsu has given us the confidence to think big «

Rebecca Brockett, CIO, Grocon Group



The customer

Grocon is the largest privately owned development, construction and investment management company in Australia. It specializes in large scale projects, be they commercial office spaces for premium clients such as ANZ and Freehills, or Public Private Partnerships such as the new Victorian Comprehensive Cancer Centre for the Federal and Victorian Governments.

Grocon's core values of safety, sustainability, community and innovation drive everything it does and are demonstrated through projects such as Pixel in Melbourne, currently considered the greenest building in Australia.

The Challenge

Grocon was looking for a cost effective and scalable solution for the agile management of IT services as part of a wider back office infrastructure renewal initiative. The existing infrastructure was nearing the end of its lifecycle so the company was keen to look at new solutions that would be more flexible and cost-effective.

"We were looking for a partner to take us to the next level. We found that partner in Fujitsu," explains Rebecca Brockett, CIO, Grocon Group. "The company presented us with a radical vision and we jumped on board because innovation is part of our corporate DNA."

Fujitsu suggested migrating to a cloud platform which would deliver all the functionality Grocon needed without compromising security or performance. It would also make it easier to control costs.

Brockett adds, *"We are an organization that believes in innovation and the solution proposed by Fujitsu was significantly different to any other and quite radical, when you consider our starting point. We also felt the flexibility would be of benefit."*

The Solution

Over the course of twelve months, the server fleet was virtualized and built on Fujitsu's Cloud platform, physically located in a secure Australian data center. The self-managed environment includes email, print and a virtual desktop delivered by Citrix.

THE CUSTOMER

Country: Australia
Industry: Construction
Founded: 1950s
Employees: 500
Website: www.grocon.com



CHALLENGE

Grocon wanted to replace its existing ageing legacy infrastructure with a more innovative approach to delivering applications in order to reduce costs, improve productivity and increase performance.

APPROACH

Grocon partnered with Fujitsu to migrate its existing physical server infrastructure to virtualized machines hosted in the cloud. The new cloud platform makes it easy to provision new applications in a secure environment.

THE BENEFIT

- Costs have decreased by 50 percent
- Virtual machines can be easily deployed via an intuitive user-interface
- The utility-based billing model enables Grocon to only have to budget for the resources that they require
- The solution can scale to meet the company's changing needs as it grows

Grocon built its own virtual servers in its own time to ensure minimal impact to the business. These servers now support 500 users across multiple locations, including staff located on project sites. Fujitsu provides two-factor authentication for optimal security.

Grocon also benefits from a utility-based billing model which means they only ever pay for the server capacity and storage that they use. This eliminates much of the redundancy found in the modern corporate IT infrastructure.

Business benefits

Fujitsu's Cloud solution gives Grocon a robust, flexible solution that can scale to meet its needs as the company grows. The collaborative relationship means that Grocon knows it can always get a response from Fujitsu when issues arise compared to other cloud services which offer little or no support.

"Fujitsu's Cloud has helped us to create a flexible infrastructure on which to build our business. It allows us to change our IT quickly and make our people more productive," continues Brockett.

THE PRODUCTS & SERVICES

- Fujitsu Cloud

As a result of the cloud implementation, the company has seen costs reduce by 50 percent while still delivering the critical business applications it needs to succeed. Using the intuitive user-interface, Grocon IT staff can log calls and incidents, view performance information and provision new machines quickly and easily.

"Fujitsu's cloud solution allows us to host smart terminals instead of desktop PCs which has decreased costs by 50 percent and simplified support. Beyond the technology, Fujitsu has provided a real human touch. It's not just about vision; it's about ensuring total customer satisfaction. Fujitsu has given us the confidence to think big."

About Fujitsu

Fujitsu is the leading Japanese information and communication technology (ICT) company offering a full range of technology products, solutions and services. Approximately 170,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. For more information, please see www.fujitsu.com

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