

# Case Study

## Caplaser

»Investing in the Fujitsu PRIMEFLEX® vShape solution has allowed us to easily implement a virtualization infrastructure and provide our clients with only the resources they need, configure their information systems and only be billed for what they actually use. Thanks to this solution, we can offer a truly local service.«

Spokesperson, Caplaser



### The customer

Country: France  
 Industry: Information Technology  
 Founded: 1986  
 Employees: 42  
 Website: [www.caplaser.fr](http://www.caplaser.fr)



### The challenge

Equipping Caplaser with an optimized infrastructure to enable it to develop a Cloud computing offer.

### The solution

Fujitsu Integrated System PRIMEFLEX vShape all-in-one solution integrating servers, storage, network and virtualization software was designed to respond to the challenges of virtualization.

### The customer

Founded in département of Tarn in 1986, Caplaser is a regional IT solutions integrator. It integrates and maintains IT and software solutions and advises on the integration of SAGE i7 management solutions; hosts IT infrastructures and supplies Cloud services. It also develops and maintains e-commerce sites and mobile applications. With its forty employees working in the Causse Science Park in Castres (Tarn) and the Labège Science Park in Toulouse (Haute-Garonne), Caplaser offers local services such as technical support, securitization and advice on choosing and implementing IT services.

### The challenge

In the context of its development, Caplaser wanted to come up with a Cloud computing solution that would solve problems faced by very small- and medium-sized businesses i.e. costly information systems, data security and availability issues and being able to progressively integrate new applications into their businesses, etc. Implementing an offer such as this requires investment in special infrastructure, which will allow the company to offer a range of hosting services (infrastructure location and software programs). With a view to differentiation, Caplaser wanted to add a significant personal dimension to its offer in order to make it affordable to SMEs and to increase customer satisfaction. Caplaser was looking for a very high quality affordable solution as well an infrastructure offering flexibility and high availability in order to meet its clients' growing needs and to guarantee them business continuity.

### The solution

Fujitsu deployed Integrated System PRIMEFLEX vShape, which is the ideal platform for hosting a virtual infrastructure. This all-in-one solution integrating servers, storage, network and virtualization software was designed by Fujitsu to respond to the challenges of virtualization i.e. reducing costs, scalability, high levels of availability and data security. PRIMEFLEX vShape is the ideal solution for Caplaser's new Cloud offer, which aims to propose reliable and affordable VMs (Virtual Machines).

### The benefit

By opting to use PRIMEFLEX vShape for this new solution, Caplaser can offer its customers high quality services adapted to their needs.

### The benefit

- The possibility for Caplaser to offer its customers a comprehensive bespoke Cloud solution thanks to a flexible business and technical model
- The simplicity of the design and the implementation process minimize risks linked to implementing the infrastructure
- Business continuity is ensured via a Disaster Recovery Plan (DRP)
- Support from Fujitsu experts ensure that the solution functions correctly
- A real competitive edge thanks to the excellent quality/price ratio

The high availability of the services provided by Caplaser is guaranteed thanks to the virtual cluster architecture running VMware. A hypervisor solution with a very strong tolerance to hardware and software failures optimizes performance by managing load balancing on servers.

Data security is guaranteed via the replication function performed by the storage arrays.

Caplaser customers can reduce costs by sharing infrastructures or by choosing a rental option. Whether it concerns infrastructure or software, customers only pay for what they use. This means that the company's information system is extremely flexible. A model which is perfect for very small- and medium-sized businesses for which an internal infrastructure would require an overly costly and even risky investment. In this way, companies can gradually integrate different applications into their information system as and when new needs arise. It evolves in line with the company's new needs ensuring total control and thus optimizing performance.

In addition, as a Fujitsu SELECT Expert Partner, Caplaser receives support from the manufacturer to deliver its new offer with total confidence. Thanks to Fujitsu's expertise and support, Caplaser benefits from real support and a single point of contact to successfully complete its project.

The major benefit for Caplaser is being able to develop, via an ultra-competitive offer, a competitive advantage in line with its strategic vision.

The Caplaser offer, based on PRIMEFLEX vShape, has all the advantages of cloud computing (flexibility, less administration, reduced costs, etc.) without the inconvenience (guaranteed security). The information system becomes a form of leverage rather than a cost center.

### Products and services

FUJITSU Integrated System PRIMEFLEX vShape:

- 11 x FUJITSU Server PRIMERGY RX2540
- 2 x FUJITSU Storage ETERNUS DX200 replicated with ETERNUS SF software
- VMware vSphere virtualization software
- Administration tools: View suite server and vCenter

### Conclusion

Thanks to our experience and skills, which are recognized in the world of innovations, we will support our partner to develop its project and achieve its objectives.

*"Caplaser has been offering hosting services since the early 2000s. With Fujitsu, we have been able to professionalize our offers: we were able to size and calculate our architecture together. Our offer is based on the observation that companies have to repeatedly invest in increasingly costly information systems. Investing in the Fujitsu PRIMEFLEX vShape solution has allowed us to easily implement a virtualization infrastructure and provide our clients with only the resources they need, configure their information systems and only be billed for what they actually use. Thanks to this solution, we can offer a truly local service."*

*Spokesperson, Caplaser*

### Contact

FUJITSU Limited  
River Plaza - 29, Quai Aulagnier  
Asnieres sur Seine Cedex  
France  
92665  
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