A mobile integrated cloud platform

Truland Group achieves six-month ROI of more than $700,000 and achieves BYOD, faster file access, 99.99 percent uptime, improves employee productivity by 4.6% and a 54-percent smaller server footprint

Truland Group has a proven track record of excellence. It's the top electrical contractor in the Washington DC area according to the Washington Business Journal, and Engineering News-Record ranks it 10th among all U.S. electrical contractors. Most of the company's 1,100 employees work in the field, designing, building and maintaining electrical systems at large facilities, and so having fast access to the latest project files at work sites is critical for success.

In the past, accessing and sharing data didn't always happen as quickly or as easily as people liked. Detailed computer-aided design (CAD) drawings of electrical systems are often larger than 7 megabytes, making many too cumbersome to send via email. Software incompatibility issues usually prevented employees from opening CAD files on a smartphone or tablet. Also, file access times were increasing for employees because servers were nearing capacity. Not only did this make it challenging to find available space for project files, but also IT personnel couldn't replicate systems because disk space was so limited. As a result, system availability

was at risk, and data had to be constantly shuffled to keep systems running.

Truland consolidates IT acquisitions and financing from numerous vendors with Dell

To overcome these challenges, Truland wanted to reduce its physical servers, simplify file access and sharing, and facilitate new capabilities such as bring-your-own-device (BYOD) so that employees could access files anytime, anywhere, with a smartphone, tablet or laptop. The company engaged with its key IT vendors to evaluate the cost of implementing such a solution, but didn't get a proposal that met its requirements. Truland was targeting a fast turnaround on the project and wanted an aggressive ROI as well. Harvey Batra, director of IT at Truland Group, says, "A traditional approach of 'buy and implement' does not work when you're investing $500,000 in a new data center. We needed to think outside of the box. Dell Financial Services assisted with a finance strategy to extract maximum returns from our IT investments while minimizing costs and cash outflows."

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>
> *Harvey Batra, Director of IT, Truland Group*

Business need

Truland Group wanted to simplify file access for employees in the office and at project sites, improve system performance and reliability, and reduce the cost and complexity of IT.

Solution

The company engaged Dell Financial Services to craft a solution that consolidates third-party licensing agreements and provides server virtualization, storage and bring your own device (BYOD) capabilities.

Benefits

- Generates a six-month return on investment (ROI) of more than $700,000
- Speeds data access and makes it possible anytime, anywhere and with any device
- Simplifies warranties, licensing and IT administration
- Boosts availability to 99.99 percent
- Reduces physical server infrastructure by 54 percent

Solutions featured

- Cloud Client-Computing
- Data Center Consolidation
- Data Center Virtualization
- Endpoint Systems Management
- Financing and Support Services

Dramatic ROI savings realized in just six months — to the tune of $700,000

Truland worked with Dell Financial Services to create a licensing agreement that covered Dell and third-party offerings at a 2.9 percent financing rate. "What made this unique is that we could work with Dell and Dell Financial Services for our client, server and storage technologies, third-party gear, and software including KACE, VMware and AutoCAD," says Batra. The solution includes:

- **Dell PowerEdge R820, R720, R620 and R420 rack servers; Dell Compellent SC8000 SAN; and Dell Networking S4810P switches** to support a centralized IT model.
- **VMware® vSphere™ software** to virtualize servers.
- **One Dell KACE 3000 Mobile Management Appliance** to deliver BYOD.
- **Autodesk® AutoCAD® software**, delivered by third-party CADD Microsystems, to create and maintain project designs.
- **Professional IT and support services**, delivered by Dataprise (a Dell Premium Partner), to work with Truland in designing and managing IT solutions.

The result? Today, Truland is realizing an ROI of more than $700,000 in just six months by reducing costs associated with product licenses and warranties, IT administration, travel and power.

Reduced server infrastructure by 54 percent and improved employee productivity by 4.6%

Some of the administrative and power savings are a result of the company's dramatically simplified IT. "We reduced

our server infrastructure by 54 percent by consolidating and virtualizing our servers on Dell PowerEdge systems," says Batra. In addition, Truland has expanded server infrastructure capacity by 350 percent, which makes it possible to replicate all servers. This, in turn, has boosted system availability to 99.99 percen and improve employee productivity by 4.6%.

Staff save time and money with the new SAN

Employees are also getting more done in less time. Batra says, "We're realizing huge performance benefits by moving data to our Dell Compellent SAN because it dramatically speeds up file access." In addition, it's much easier to find information and some IT processes are now automated. "In the past, setting up file access for a new hire could take a day or more depending on how busy the help desk staff were," explains Batra. "Since we've put in our new Dell SAN, new employees gain automatic file access as soon as they're registered in our HR system." The company also has ample room to grow. "We've increased storage capacity by 66 percent with our new Dell Compellent SAN," says Batra.

Employees get the information they need, regardless of where they are

With the new BYOD solution, people can now access the files and applications they need, from virtually any location, with any device. "We took application and data access to a whole new level with our new mobile, integrated, cloud-app strategy based on Dell KACE," says Batra. "Employees simply go to the KACE portal, register their device with a name and password, and they're up and running." Staff also enjoy a consistent user experience. "We can now open

Microsoft applications on an iPad, iPhone or Android phone," says Batra.

Truland is continuing to evolve its infrastructure to further streamline workflow. Batra says, "We now have the foundation needed to roll out new tools like our custom mobile app for site surveys and GIS [Geographic Information Systems] tracking for project sites. Truland has turned a new leaf with this solution."

Technology at work

Services
Dell Financial Services
Dell Professional Services
Support Services
- Dell ProSupport

Hardware
Dell Compellent SC8000 Storage Center Controller
Dell Networking S4810P switches
Dell PowerEdge R820, R720, R620 and R420 rack servers

Software
Dell KACE K3000 Mobile Management Appliance
Autodesk® AutoCAD®
VMware® vSphere™ 5.1 Enterprise

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