IT Vendor Operates More Effectively with Innovative Infrastructure

ASBIS replaces in-house data centers with Cisco hosted cloud service, reducing costs and improving availability of services

EXECUTIVE SUMMARY

Customer Name: ASBIS SK

Industry: IT services

Location: Slovakia

Number of Employees: 120

Challenge
· Enhance security, scalability, and flexibility
· Reduce capital and operational expenses
· Overcome hardware obsolescence

Solution
· Cisco hosted cloud solution

Results
· Time spent on IT management reduced by 30 percent
· 100 percent uptime achieved
· Operating costs cut by 29 percent

Challenge

ASBIS SK is the largest IT distribution company in the Slovak Republic, offering more than 60 hardware and software brands via physical outlets and web-based channels. For its back-end systems, the company had traditionally relied on an in-house data center equipped with a mix of physical servers.

As the equipment started to age, ASBIS found itself spending more time looking after a less reliable infrastructure. Outages of up to several hours were impeding business operations. "From an IT perspective, the effort spent troubleshooting our systems exceeded the resource devoted to developing new IT projects," says Andrej Buchamer, value added distribution sales director at ASBIS.

Solution

ASBIS carried out a TCO comparison of buying new equipment and hosting it in-house versus acquiring a data center platform on an infrastructure-as-a-service (IaaS) basis. Having established that the IaaS option would be more cost effective, ASBIS moved its systems onto a hosted Cisco® cloud using Cisco Unified Computing System™ (UCS®) C220 M3 Series Rack Servers with Intel® Xeon® E5 processors, and Cisco Catalyst® 3560E Series Switches

The cloud, spread across two data centers in the Slovak capital Bratislava, also features Cisco ASA 5500-X Series Next-Generation Firewalls. Says Buchamer: "Implementation was straightforward as the cloud environment was set up in advance, so we only had to migrate the virtual machines and data, which took just 24 hours."

Results

Since moving to the cloud, ASBIS has been able to enjoy 100 percent core systems uptime including web portals, databases, and ordering and stock management software. Furthermore, the performance of the cloud infrastructure is covered by a service level agreement, so even if ASBIS was to suffer an outage, the company would be entitled to financial compensation.

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> "With the Cisco cloud solution, we spend less time worrying about IT and more time on growing the business."

Andrej Buchamer
Sales Director, Value Added Distribution
ASBIS SK

The company has also been able to reduce its operating costs by 29 percent and cut the time spent on IT maintenance by 30 percent. "With the Cisco cloud solution, we spend less time worrying about IT and more time on growing the business," says Buchamer.

Much of the cost reduction experienced by the IT vendor is a result of the consolidation potential offered by the Cisco UCS cloud infrastructure. "Before moving to the Cisco cloud solution, we had lots and lots of servers, but used only 50 percent of their capacity," says Zuzana Urbanová, VCE sales manager at ASBIS. "Now, five Cisco UCS machines take care of everything."

ASBIS is now considering a move to a Cisco Nexus® switching platform to take advantage of features such as 10Gbps and Fibre Channel over Ethernet connectivity.

For More Information

To learn more about the Cisco architectures and solutions featured in this case study, go to: www.cisco.com/go/ucs

Product List

Data Center
• Cisco Unified Computing System (UCS)
  – Cisco UCS C220 M3 Series Rack Servers

Routing and Switching
• Cisco Catalyst 3560E Series Switches

Security
• Cisco ASA 5500-X Series Next-Generation Firewalls

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