



Integrated voice, network  
and virtualisation solutions

## Case Study : Smith Brothers Stores – Server Virtualisation Solution

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Smith Brothers Stores, established in 1897, are one of the oldest and largest independent merchants in the UK today. Specialising in the supply of tubes, valves and fittings it provides building contractors with quality products at low prices. The company has grown rapidly over recent years and now operates from eight branches throughout the UK.



### The Challenge

SBS had built up a number of older, legacy hardware platforms. This was restricting the company's growth strategy and plans. Adding new server technology to this infrastructure would prove problematic and costly. The infrastructures running costs were also increasing, and the company's business continuity plan needed to be reviewed. In summary:

- Replace aging hardware platforms with a flexible, cost-effective, infrastructure that meets SBS's demands of today as well as in the future.
- Implement a disaster recovery solution, enabling high availability throughout all sites.
- Deliver a solution which is scalable and able to react quickly with change in business requirements.
- Reduce the power and cooling requirements for running IT.



## The Solution

We delivered a solution enabling high availability throughout all sites and full Disaster Recovery fail over. The components of the solution included; Virtualisation, Server Consolidation and Data Replication in a load balancing environment, between the Head Office and the Disaster Recovery site.

## Deployment Environment

- VMWare Enterprise Edition
- Hitachi ISCSI SANS
- HP DL360 Diskless Servers
- Microsoft Data Center
- Symantec

## The Benefits

The solution from Abtec has increased SBS's agility. It enables the company to add new branch offices much quicker and at a much lower cost than before. The company now has a comprehensive and effective disaster recovery plan built into its infrastructure. Abtec have also saved the SBS considerable budget in its server running costs.

## A quote from of SBS:

*“From our perspective, having a VMware environment as an IT standard delivers significant business value to SBS. VMware virtualisation technology delivers excellent flexibility in meeting our needs as well as considerable cost savings, which helps us meet our overall company’s business objectives. Working with Abtec has been excellent. It is a beneficial partnership and they are a great company to deal with, delivering on what they are supposed to do. What more is there to say than that?”*

*Steve Smith, Managing Director, Smith Brothers Stores Ltd*