

New Approach Fits the Bill

When accounting firm Rowleys wanted to update its IT infrastructure, a traditional approach didn't add up.

Organisations know that technology can improve employee productivity. Knowing when and what to invest in can be far more challenging; due to rapid changes in technology.

East Midlands' chartered accountants Rowleys recently faced this dilemma, as much of its IT infrastructure was coming to the end of its natural life. Mark Hook, Director at Rowleys, explains, "Previously we'd updated our computing infrastructure in a piecemeal way, but this left us with the problem of having a variety of operating systems, which was difficult to manage." This was affecting productivity, with older systems slow and sluggish.

"We knew we needed to update our IT, but we were keen to get away from that treadmill of purchasing new IT every year" adds Mark. The firm turned to its trusted IT partner, Abtec, to explore the options.

Partner with expertise

With its wealth of IT experience and understanding of Rowleys' business, Abtec created a strategy that would support the organisation. Phil Kennerdell, Abtec's Sales Director, notes "We presented Rowleys with a thin client computing option. This addressed Rowleys' immediate issues as well as providing a flexible platform that could respond better to market and regulatory changes."



Founded in 1883 The Rowleys Partnership Ltd is a leading firm of chartered accountants. From its head office in Leicestershire the company provides a comprehensive range of business accounting services. It prides itself on delivering exceptional service and advice in a friendly, welcoming manner.

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Mark Hook

Director, The Rowleys Partnership Ltd

Thin client and virtualisation

Abtec deployed Wyse thin clients for Rowleys' 40 users; new Cisco servers and separate Netapp storage servers for data. The servers and applications operate in a virtualised environment, powered by VMware. Virtualising the data centre environment increases the servers' energy efficiency. It also improves the availability and resilience of applications. Kennerdell points out "The beauty of virtualisation is that if a server failure occurs applications instantly migrate to other servers and continue to work".

Strengthened business continuity plans

Rowleys' business continuity regime has been strengthened with the implementation of Veeam backup software. This is where Abtec's IT strategy excels. Backing up user data from individual PCs is a challenge, particularly when organisations use a variety of operating systems. With thin client architecture backups for all users are taken from a single source, the thin client server.

Flexible, agile platform

By providing thin client architecture Abtec has removed Rowleys from its IT purchasing 'treadmill'. Thin clients are simply 'dumb' terminals and there's less hardware to go out of date. Rowleys should see a saving in energy use and costs. Thin client PCs use less than a quarter of the energy of their traditional counterparts.

Rowleys will benefit from a range of other features too, including:

- **More control of sensitive client data**
- **Improved business continuity planning**
- **Longer lifespan of technology investments**

Finally, Abtec has created an IT platform that will support Rowleys' flexibility and agility. Applications will be easier to deploy and new users easier to add to the system. As Mark Hook says "Thanks to Abtec we've now got an IT infrastructure that's much easier to manage. This infrastructure will make it easier to capitalise on market opportunities."

Lower cost, simple to use and a platform for growth. These are benefits that add up for Rowleys.

Thin Client Computers

Thin client computers offload their processing power and storage to a central server. Thin clients are essentially 'dumb' terminals. This makes thin clients energy efficient and easier to manage.