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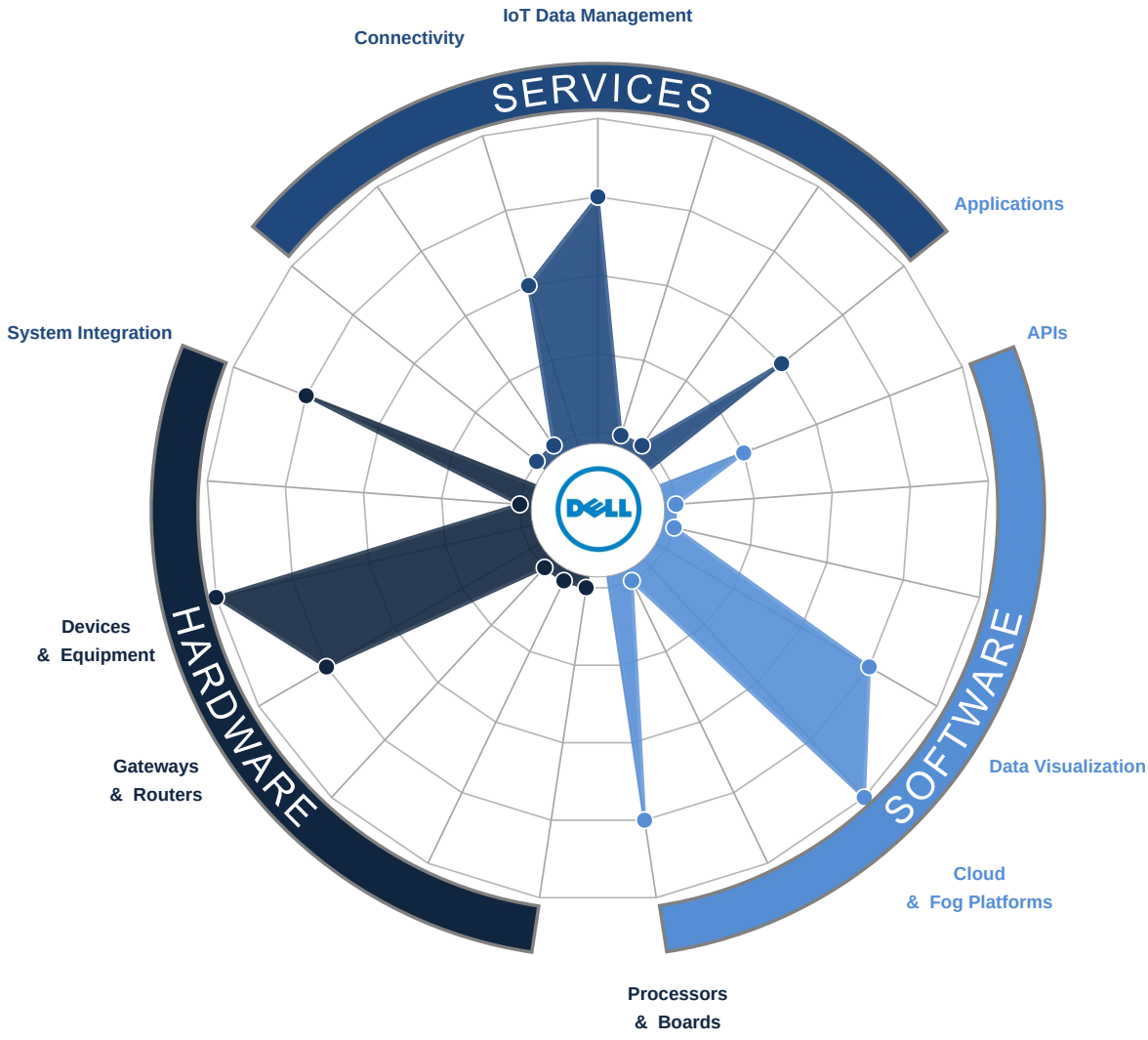
Sparking Growth with IT Refresh



Overview

Applicable Industries	Electronics & Embedded Devices
Applicable Functions	Information Technology
Connectivity Protocols	IPv6
Challenge	Due to Finder's steady growth in the market, Finder needed to upgrade its IT infrastructure to meet the requirements such as increase data availability and storage capacity plus ensure a robust business continuity plan. Any new solution also had to be scalable to match a future expansion of the business.
Customer	Finder, an Italian relay manufacturing company, has the widest range of world-wide quality approvals of any relay manufacturer with over 1,000 employees.
Solution	Working with Dell partner VAR Group, Finder’s new solution is based on three Dell servers with a Dell controller delivering a scalable, high-performance storage area network, which has an identical setup at a remote site for backup and disaster recovery.
Data Collected	Production data, distribution data, office data
Solution Type	IOT
Solution Maturity	Cutting Edge (technology has been on the market for < 2 years)

Operational Impact

Impact #1	System Openness - Further application development and upgrade are possible due to an expandable solution.
Impact #2	High Acceptance - Better user acceptance with less operative training is required.
Impact #3	Data Aggregation - Cloud solutions enable aggregation of 'big data' to enable more robust analysis and lower costs.

Quantitative Benefit

Benefit #1	Energy consumption is cut by 50%.
Benefit #2	Finder would be able to recover all data within 2 hours.

Technology

Software

Citrix XenDesktop

Dell Technologies

XenDesktop delivers full Windows VDI as well as virtual apps to meet the demands of any use case, allowing employees to access their apps, desktops and data without the limitations of a traditional so ...

VMware vSphere Platform

VMware (DELL)

vSphere is the industry-leading server virtualization platform, the ideal foundation for any cloud environment.

vSphere with Operations Management adds intelligent operations and consistent managem ...

Hardware

Dell PowerEdge rach Server

Dell Technologies

The Dell PowerEdge R720 server is engineered with 12th-generation techonology that delivers a combination of features and scalable performance to handle tough workloads for bith large and small data c ...

Dell PowerVault Fibre Channel Storage Array

Dell Technologies

PowerVault MD3 Fibre Channel Storage Array Series are ideal for entry-level storage consolidation that requires high availability, high performance and business continuity without sacrificing ease of ...

Dell Compellent Controller

Dell Technologies

Experience the combined benefits of Dell Compellent architecture and a resilient Dell hardware design that offers improved performance and increased memory over previous generation Dell Compellent con ...

Dell Wyse Thin Client

Dell Technologies

Dell Wyse Z90 is a high performance Windows Embedded Thin Client for the most demanding Virtual Desktop Environments.

Sparking growth with IT refresh

Relays and timers manufacturer equips itself with a long-term, high-performance IT solution to help manage growth.

"We really like Dell's focus on absolute transparency. Having a stable, reliable partner that we can trust is fundamental for us."

Silvano Sartore, IT Manager and System Administrator, Finder

Customer profile

finder
SWITCH TO THE FUTURE

Company	Finder
Industry	Manufacturing
Country	Italy
Employees	1,000
Website	www.findernet.com

Business need

With business booming, Finder needed to upgrade its IT to match not only growth in the market, but also expansion of its production area and the increasing amount of data processed daily.

Solution

Working with Dell partner VAR Group, it deployed a virtualized server cluster with Dell Compellent storage. It has an identical setup at a remote site for backup and disaster recovery.

Benefits

- Finder can accommodate business growth with expandable solution
- Staff experience quicker transaction times thanks to better performing hardware
- Faster business decisions are enabled through improved data insights
- Mission-critical information is secured at all times
- Firm is more efficient with energy consumption cut by 50 per cent
- Three-way partnership with Dell and VAR Group ensures optimal support

Solutions at a glance

- Data Center Virtualization
- Data Protection
- Storage
- Cloud Client-Computing

The best companies are founded on a good idea. When inventor and entrepreneur Piero Giordanino patented the step relay in 1949, it revolutionised the construction world by allowing greatly simplified wiring in buildings.

> "With such an efficient IT infrastructure, which guarantees immediate data access and swift processing of huge quantities of data, it's easier for us to make important decisions."
>
> *Silvano Sartore, IT Manager and System Administrator, Finder*

Since establishing Finder in 1954, Giordanino's company has grown into a worldwide electrical, electromechanical and electronic manufacturing organisation. It has a production capacity of 400,000 relays a day, more than 1,000 staff and a presence in 21 countries.

And its success continues. It has recently opened branches in emerging markets such as Russia and India, and since 2013 it has bucked economic trends, increasing revenue by 15 per cent. Of course, this comes with a corresponding rise in customer base and staff, which means more data to be managed by Finder's seven-strong IT team. Like any modern manufacturer, Finder uses IT to power all its processes, from the back office to production and distribution. "IT is important for our business. It supports all of our processes and helps us be competitive," says Silvano Sartore, IT Manager and System Administrator at Finder.

Wiring up for growth

To arm the company with an IT infrastructure that could match its steady growth, Finder needed to increase data availability and storage capacity plus ensure a robust business continuity plan. Any new solution also had to be scalable to match future expansion of the business. Its previous infrastructure was out of date and proved to be a significant obstacle to achieving this, so Sartore and his team initially decided to refresh the storage. Finder worked with long-term Dell partner VAR Group to benchmark storage from a number of vendors before deciding on Dell Compellent. In fact, Sartore was so impressed by the offering from VAR Group and Dell that he took the opportunity to expand the project. He embarked on a refresh of the company's server and client hardware at the same time, also with Dell.

Expansion in seconds

Finder's new solution is based on three Dell PowerEdge R720 servers with a Dell Compellent SC8000 controller delivering a scalable, high-performance storage area network. A Dell PowerVault MD3800F fibre channel storage array provides backup. This same setup is then replicated at another site 500 metres away and connected via fibre channel links.

Products & Services

Services
Dell Deployment Services
Dell Support Services – Dell ProSupport with Mission Critical
Hardware
Dell PowerEdge R720 servers
Dell Compellent SC8000 controller
Dell Wyse thin clients
Dell PowerVault MD3800F fibre channel storage array
Partner
VMware vSphere 5.5
Citrix XenDesktop

A virtualized server environment runs almost all of the company's core business applications, using VMware vSphere 5.5 as a hypervisor. As a result, it's easy to add more virtual servers to accommodate business growth. "With the previous solution, scalability was nearly zero," says Sartore. "Adding new resources to the IT infrastructure was possible only through a hardware upgrade, which was extremely complex and time-consuming. Evaluating, purchasing, installing and completely configuring new hardware could potentially take weeks. Now, we can expand the Dell solution via a console in just a few seconds."

High-performance servers powering success

With business booming and more transactions to process on a daily basis, Finder requires responsive IT. Dell servers are around double the speed of the previous infrastructure, and storage capacity has more than quadrupled. "Logistics and sales staff see the dramatic improvements in performance first hand," says Sartore. "With such an efficient IT infrastructure, which guarantees immediate data access and swift processing of huge quantities of data, it's easier for us to make important decisions."

Moreover, this increase in performance has not come with a corresponding high price tag or jump in power consumption. "The Dell solution has helped us cut energy consumption by half. As a manufacturing company, we consume lots of power so this benefit is particularly important to us. We're committed to minimising corporate power consumption, both for the cost implications and for the environment," says Sartore.

Vital data secured

"With Dell's solution up and running, downtime is virtually eliminated," says Sartore. Previously, Sartore was logging up to 72 hours of downtime a year, plus there was a constant risk of losing 24 hours of unstructured data because this was manually backed up every night. If a disaster did occur, Finder would be able to recover all data within two hours. Now, in the event of a disaster, the risk of data loss is close to zero because the Dell Compellent storage automatically synchronises volumes in the two data centres.

The right partners for the job

From the outset, IT staff at Finder have appreciated the expertise, availability and breadth of solutions from the partnership between Dell and VAR Group. Sartore says: "The people at Dell and VAR Group carried out an on-site analysis, and worked with us step by step, right from the first phases of the decision-making process. They really took care of our specific needs."

The initial installation of hardware was conducted over a weekend and managed by Dell Deployment Services. This included all training for Finder IT staff, giving them the tools to manage the solution themselves. Dell ProSupport with Mission Critical protects Finder's investment. "Our points of contact are always the same," says Sartore. "We consider this to be a key factor in our interactions with Dell, and we really like Dell's focus on absolute transparency. Having a stable, reliable partner that we can trust is fundamental for us."

Just the beginning

As well as consolidating its data centre through virtualization, Finder has also begun to virtualize its client estate, with Dell Wyse thin clients and Citrix XenDesktop. "This was a very positive discovery for us," says Sartore. "The Wyse desktops are much easier to manage than traditional client machines, leaving us a lot of time to concentrate on new IT projects that add real value. We've also seen a significant reduction in support calls from end users. Next, Finder hopes to roll out Dell Wyse desktops to more staff at its Almese office."

Projects continue in the server room too. Finder is already planning to increase storage capacity with high-speed flash storage, and migrate to a new enterprise resource planning platform based on Dell solutions, all with the help of VAR Group.

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>
> *Silvano Sartore, IT Manager and System Administrator, Finder*

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