

Leading utility consultancy consolidates two sites and prepares for growth

BIU prepares for forecasted growth and saves on energy, maintenance costs and time with Dell Enterprise solutions from Upgrade.

Customer profile



Company	British Independent Utilities
Industry	Utility consultancy
Country	United Kingdom
Employees	80+
Website	www.biu.com

British Independent Utilities (BIU) is the UK's leading energy and utility consultancy. Their team of highly experienced energy and utility consultants use their 600+ years of expertise, combined with unrivalled software, to help some of the world's leading organisations drive down costs, streamline processes and improve energy efficiency.

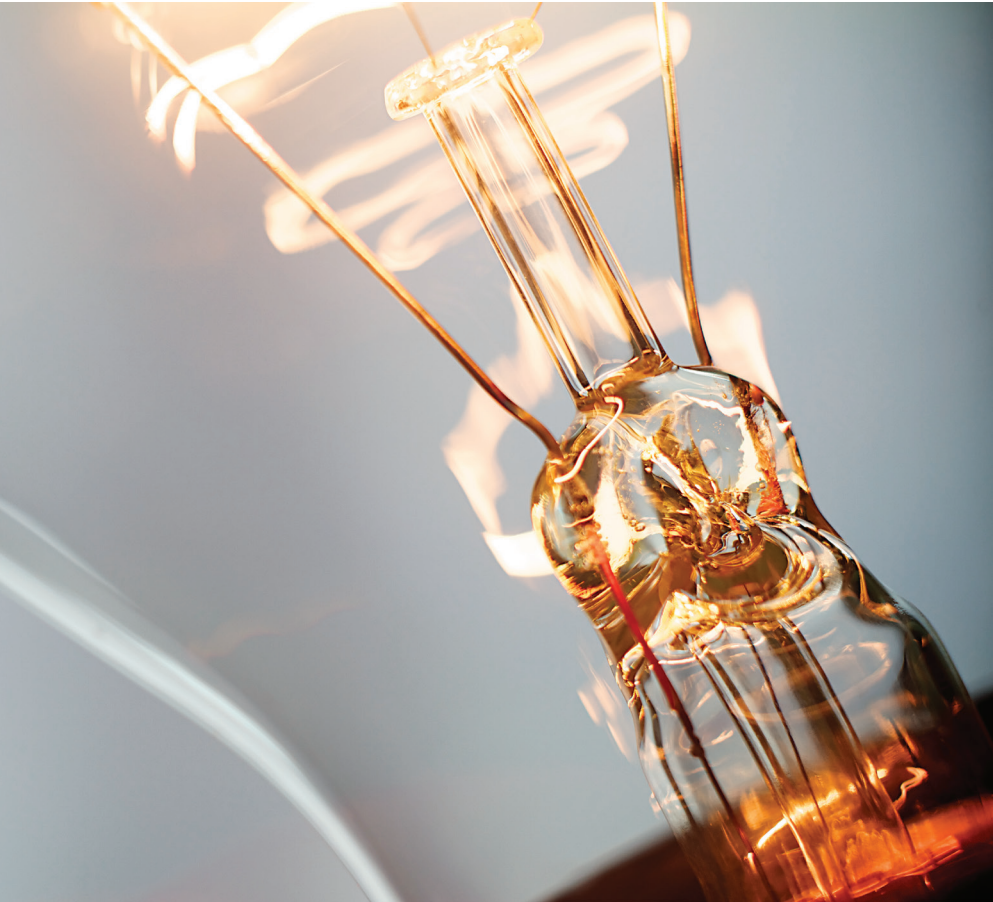
Business need

BIU needed a robust, reliable & scalable disaster recovery solution whilst looking to implement an enhanced modern storage plan to enable business growth.

Solution

BIU's IT team worked with their Dell Premier Partner, Upgrade to evaluate the available options for their needs. This evaluation included carrying out the analysis and sizing of the environment whilst also taking into consideration BIU's strategic goals and forecasted growth.

The solution designed together with Upgrade saw the consolidation, over two sites, of all of their local server storage, including BIU's HQ offices and their sister company. So each site would have a Dell EqualLogic storage array as their primary storage and then utilize EqualLogic's replication feature to replicate each other's data both ways.



"Since implementation we have noticed a huge reduction in time spent managing servers. Applications that seemed slow and sluggish previously are now smooth and responsive."

Steve Simpson – IT Manager - BIU

75%

overall server hardware
reduction enabled sizeable
running cost saving

"From design/analysis
to implementation the
response & knowledge
was excellent"

Steve Simpson - IT Manager - BIU



With their 350+ local, national and international clients, including Tesco, RBS, NHS, Pets at home, Casual dining group, NCP & McColls, spending over £1billion annually on utilities. The company collectively services 10 per cent of the UK's commercial energy consumption each year.

From revenue recovery to energy procurement, they provide a full energy and utility consultancy service which is heavily orientated around their own online services. "Our unique technology provides our customers with the content they want, wrapped in the controls they need, delivered 24 hours a day with unrivalled consistency. We believe that it's not what we do differently at BIU that sets us apart from the competition, but how we do it better" Steve Simpson - IT Manager - BIU.

The chosen platform

The IT team evaluated many different storage solutions within the market place, testing units from multiple storage vendors and the Dell EqualLogic consistently outperformed the competition. Performance, ease of management and the feature rich software provided as standard by Dell EqualLogic really stood out against the rest.

"Throughout the storage and server consolidation project, the attention to detail from Upgrade helped deliver a great degree of confidence in the project for the Senior Management team"

Steve Simpson - IT Manager - BIU

Reduced footprint & cost savings

As part of this installation BIU also undertook a server consolidation project, utilizing the latest 13th generation of Dell servers resulting in a 75% overall server hardware reduction. Due to the server consolidation there has been a sizable cost saving due to the reduction in rack space, power and cooling as well as management costs. This cost saving and reduced administration tasks has allowed BIU to realign their IT resources for more productive and value added tasks for the business.

Benefits

- Ease of management
- Faster recovery
- Storage resiliency
- Increased flexibility
- Greater scalability
- Improved application performance
- Cost savings

Solutions featured

- Dell servers
- Dell networking
- Dell storage
- Installation services
- Training



"Our unique technology provides our customers with the content they want, wrapped in the controls they need, delivered 24 hours a day with unrivalled consistency."

Steve Simpson - IT Manager - BIU

Technology at work

Hardware

- Dell PowerEdge R730 servers
- Dell Networking N2024
- Dell EqualLogic PS4100X Storage arrays

Services

- Upgrade Engineers were utilised for installation, onsite training & documentation
- Dell's Pro Support with 4hr mission critical SLA's

Software

- Dell EqualLogic

Virtualization & consolidation for speedy server deployment

BIU's sister company was in its infancy. Working together with BIU in using the Dell server and EqualLogic storage they were able to create the IT infrastructure and required resources in a very short amount of time. Within a couple of months from implementation of the Dell solution they have gone from a single server to running a full active directory, exchange, SQL server and many more applications on a virtual environment. Without this technology they would have struggled to keep up with the growth demand in such a short time frame.

Smooth deployment by Upgrade

Although BIU have their own experienced IT resources in house, they recognised the value in using Upgrades services for the implementation and training. Upgrade assisted with all aspects of the configuration of the servers, storage and software with an 'over the shoulder' training approach which really suited BIU. In addition, comprehensive solution documentation was produced and there have been occasions since the implementation when BIU have sought further advice and assistance which has been provided in a comprehensive and timely manner by the skilled Upgrade engineers.

Upgrade are the UK based, B2B I.T. reseller trusted for over 20 years by thousands in the private enterprise and public sector to provide outstanding solutions, services & sales. With sales exceeding £125 million their experience will optimise yours across the entire Internet of Things. They aim to put experienced and friendly 'can do' people directly at your disposal. Whatever the challenge, they welcome every opportunity to exceed your expectations. Their clients small, medium and large, within the UK and beyond save time, money, space and energy with an outstanding line of solutions, services and upgrades.....And since they're official charity partners of the Royal British Legion the more you spend with them, the more you donate.

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