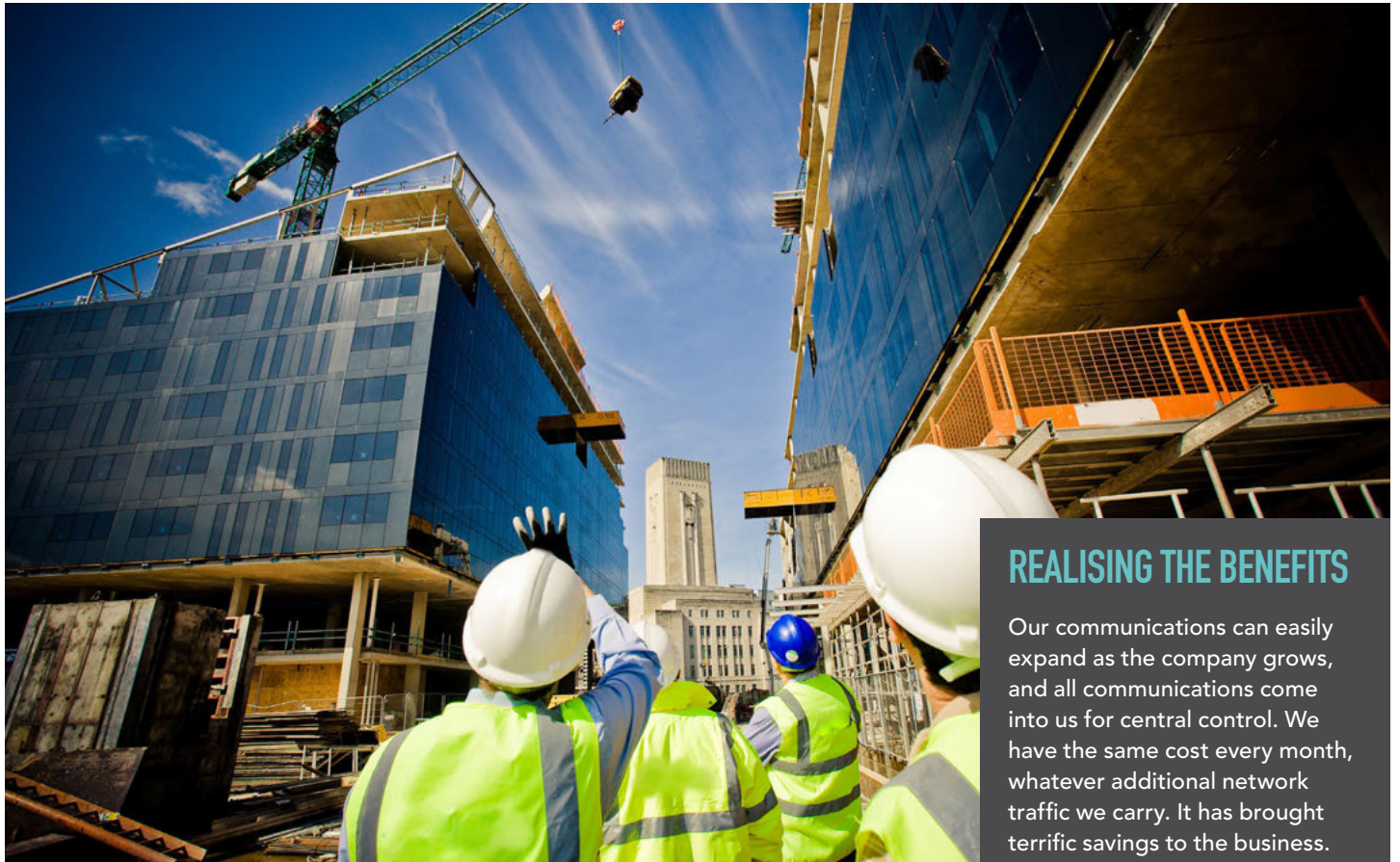


CASE STUDY

SPECIALIST RENTAL SECTOR

VP PLC



Vp plc is a specialist equipment rental business comprising six business divisions operating in markets including oil & gas, construction, industry, utilities, civil engineering, agriculture, rail infrastructure, maintenance and events.

CHALLENGES

Vp plc is expanding rapidly. Over the past two years, it has opened up more than 40 new sites, comprising of tool hire branches and small business acquisitions. This means:

- Numerous sites, some in remote areas
- Acquisitions coming on-board with their own IT suppliers and IT systems of variable quality needing to be integrated in a very short time into Vp's corporate systems for security and reliability
- Acquisitions at short notice so connectivity from new sites to Vp needs to be arranged immediately so new branches are up and trading on their first day post acquisition
- Increasing volumes of data in need of secure backup.

REALISING THE BENEFITS

Our communications can easily expand as the company grows, and all communications come into us for central control. We have the same cost every month, whatever additional network traffic we carry. It has brought terrific savings to the business.

Tracey Wilson
Group IT Director Vp plc.



HOW REDCENTRIC HELPED

To ensure the integrity and security of Vp's infrastructure, Tracey Wilson, Vp's Group IT Director, decided to subscribe to Redcentric's Managed Hosting, Network and Backup Services. This means:

Vp's vital primary application servers are hosted and managed at Redcentric's state-of-the-art data centre which has all the security, environmental controls, uninterruptible power supplies and backup generators to ensure protection 24 hours a day, 365 days a year

- A secure and fully managed Virtual Private Broadband Network (ADSL) has been set up between Vp's headquarters and its sites all around the country, replacing the costly and less secure ISDN and Framestream data networks
- A secure, low cost and fully managed internet provision for the group
- Scalable data backup and instant online retrieval whenever required.

TECHNICAL INFO

- Managed Network Services
 - Around 130 remote sites linked by an Redcentric provided and managed VPN
- Managed Firewall Service and 6Mbps of Internet delivered to central servers
 - Managed Hosting Service
- Data centre hosting of Vp central servers in the Harrogate data centre comprising 3 X 42U racks
 - Managed Backup Service
- All centrally hosted servers and 9 remote site locations are backed up via the Managed Backup Service and all data is secured in the London data centre
 - Circa 2.5TB of primary data under management

For additional resilience, Vp also choose to store their data in another of Redcentric's hosting centres, away from the primary servers.

BUSINESS BENEFITS

- Redcentric holds backup copies of all the data it stores in its highly secure data centre in case of an onsite outage. Clients' data is always safe and accessible
- A stable, secure network, resulting in fewer technical problems, less downtime and more productive sites
- Extra capacity as and when needed, allowing for rapid business expansion
- A standard IT platform across all sites with fewer technical problems
- If there's an outage at one of Vp's sites, all other sites remain up and working
- IT support under one umbrella with one helpline number, 24/7/365
- All sensitive data stored securely off-site at Redcentric's protected data centres
- The same fixed ADSL communications (broadband) costs every month, even if extra traffic is carried
- Skilled IT staff no longer have to spend valuable time and resources on manual data backups or incompatible IT systems in distant parts of the country
- Redcentric's Managed Backup Service replaces the traditional tape data storage system which was prone to deterioration and was costly to replace
- Redcentric's pricing structure is transparent, operating a pay-as-you-use model, meaning Vp doesn't have to invest in more than it needs.

FUTURE

Tracey Wilson says, "Some of the businesses we acquired had variable quality IT systems and we wanted to bring the quality up to a standard that met our corporate requirements.

We also had ISDN and Framestream datacoms systems which were very costly for us, very inflexible and extremely difficult to manage in an environment that was changing from one month to the next."

Now we have the same fixed cost every month, whatever additional traffic we carry. This has brought terrific savings to the business. Now the datacoms can easily expand as the company grows and all communications come into us for central control."

As the company grows, we no longer want to keep going back to our Board to buy more servers when we can have unlimited virtual storage on demand through Redcentric's Managed Services."

Because of Redcentric's support for our infrastructure, we can still operate, whatever happens."

We assessed a number of options, Redcentric's data centre co-location and communications is by far the best option.

Tracey Wilson
Group IT Director Vp plc.

