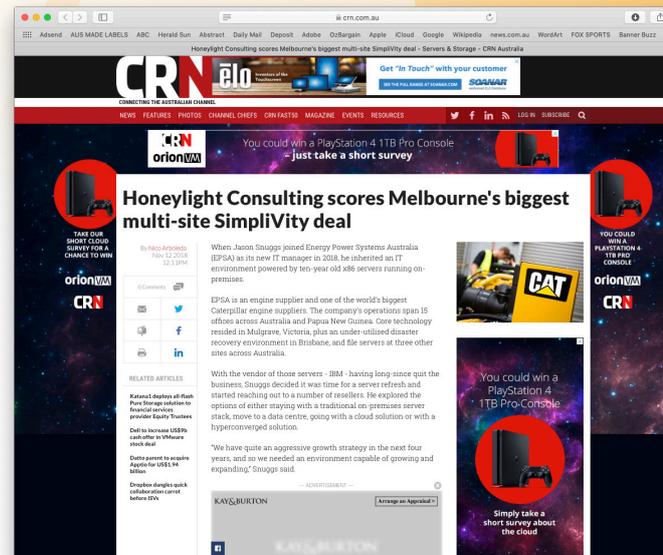# honeyLIGHT
CONSULTING

Honeylight Consulting scores Melbourne's biggest multi-site SimpliVity deal

> "SimpliVity offered a compelling solution and was the quickest to implement given the current resources," Jason Snuggs, IT Manager, EPSA

When Jason Snuggs joined Energy Power Systems Australia (EPSA) as its new IT manager in 2018, the IT environment was powered by IBM servers running on-premises.

EPSA is an engine supplier and one of the world's biggest Caterpillar engine suppliers. The company's operations span 15 offices across Australia and Papua New Guinea.

Upon review of the environment, Snuggs recommended a server refresh and started reaching out to a number of resellers. He explored the options of either staying with a traditional on-premises server stack, move to a data centre, going with a cloud solution or with a hyperconverged solution.

"We have quite an aggressive growth strategy in the next four years, and so we needed an environment capable of growing and expanding," Snuggs said.

"We also needed a better backup and disaster recovery solution as we keep adding nodes as we grow."

Melbourne-based Honeylight Consulting emerged victorious with its proposal for EPSA to adopt HPE SimpliVity hyper-converged infrastructure.

The result became what HPE Australia calls the vendor's largest multi-site SimpliVity rollout.

"It was a real David and Goliath scenario with us beating out much larger competition," Honeylight director Ajit Ambalavaner said.

"I think the reason why we came up on top was our edge in customer service and the one-on-one engagement we had on offer. We've also done a few rollouts in the past, and EPSA can see that we have the experience to do it."

Ambalavaner said the company was also swayed when Honeylight showed how SimpliVity worked in real-time through another SimpliVity client, showcasing the speed of creating virtual machines on the fly.

Snuggs said SimpliVity offered a compelling solution and that it was the quickest to implement given the current resources they had.

"There was no major redesign of the environment required as it was essentially drop it in, configure it, and since we were already running VMware, it was going to be a straightforward migration," Snuggs said.

The solution resulted in what was essentially the creation of a private cloud that connects EPSA's entire operation across Australia.

SimpliVity also enhanced EPSA's backup and disaster recovery capabilities, transitioning from tape to hourly disk-based backups.

"The time savings was also another reason why we opted for SimpliVity, as efficiency is a must for our small internal infrastructure team," Snuggs said.

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