

EPSA

Case Study

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, with a network of sales and rental branches available 24 hours a day, 7 days a week.

EPSA's core businesses are in engines, generator sets, power stations and rental/used equipment – serving a diverse range of clients across industries such as mining, construction, oil and gas, agriculture, utilities, and manufacturing.

The challenge

EPSA's National IT Manager Jason Snuggs conducted a review of EPSA's infrastructure environment, which at the time was predominantly on-premise servers from IBM. With data proliferation and fragmentation across their various sites, EPSA were looking for a solution that would reduce the costs, complexity, and risk in their data environment.

With an aggressive business growth strategy planned, Jason knew they needed the capability and capacity within their infrastructure to grow with their business. He also identified a need for an improved backup and disaster recovery solution, as EPSA was still adding new data centre nodes as they grew.

The solution

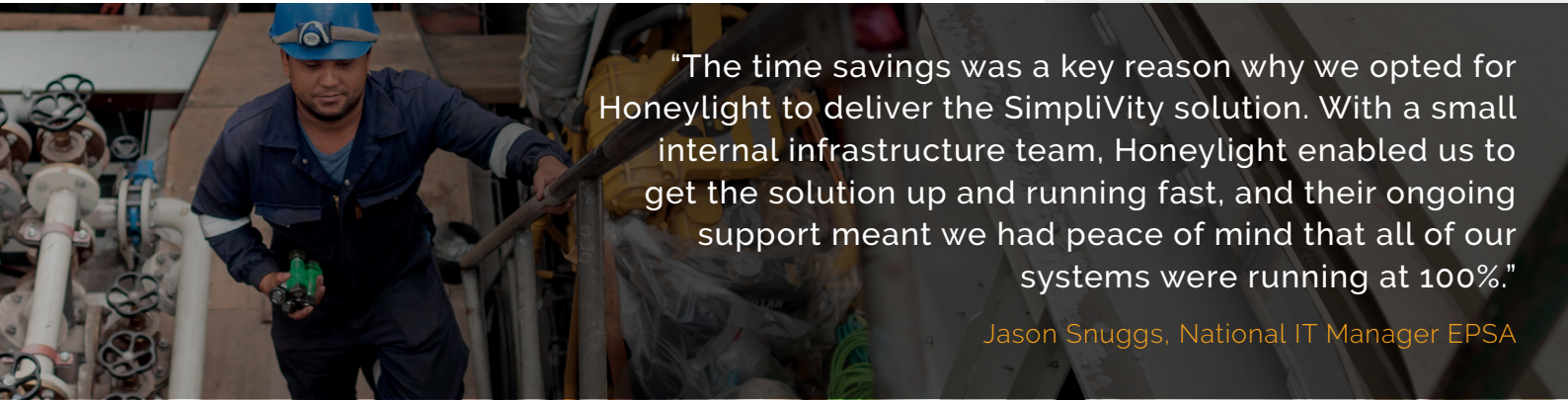
After exploring a range of on-premise and cloud solutions, EPSA decided to adopt a proposal from Honeylight Consulting which consisted of an HPE SimpliVity hyperconverged infrastructure (HCI) implementation.

HPE SimpliVity is a single integrated HCI Solution that combines IT infrastructure, advanced data services, and AI-driven operations at a much lower price than comparable solutions.



"Honeylight were fantastic in showcasing how it worked in real time through another SimpliVity client, and once we knew how quickly it could create virtual machines on the fly we were sold."

Jason Snuggs
National IT Manager EPSA



"The time savings was a key reason why we opted for Honeylight to deliver the SimpliVity solution. With a small internal infrastructure team, Honeylight enabled us to get the solution up and running fast, and their ongoing support meant we had peace of mind that all of our systems were running at 100%."

Jason Snuggs, National IT Manager EPSA

Honeylight were deemed the ideal partner to carry out this SimpliVity implementation project due to a combination of factors including their:

- customer service and one-on-one engagement capabilities.
- extensive knowledge of SimpliVity and the broader HPE ecosystem.
- unique experience of working in the industrial equipment industry for many years, particularly with multi-site service businesses.
- highly skilled, qualified ICT engineers to professionally deploy solutions with minimum disruption.
- ongoing aftersales support to ensure the systems delivered as promised.

The results

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

The solution resulted in 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.

Given EPSA's resource and time constraints, the SimpliVity implementation delivered by Honeylight proved to be the ideal solution to their ongoing capacity growth and infrastructure management challenges. It was implemented quickly and effectively by Honeylight's experienced team.

At Honeylight, we understand the unique challenges that organisations face in modernising their IT landscape. By bringing HPE SimpliVity to your business, powered by Intel® Xeon® Gold processors, we can help you implement this market leading hyperconverged infrastructure platform - enabling you to reduce the time, complexity and costs of managing your infrastructure environment.

To help you create flexibility with your long-term IT capacity planning, we can also help you take advantage of the HPE GreenLake pay-per-use model to deploy HPE SimpliVity on your terms. Simply start with the capacity you need today and grow with business demand by leveraging active capacity management and variable monthly payments based on metered usage.

Contact us today to begin your journey to hyperconverged infrastructure with HPE SimpliVity.



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