

Sangfor HCI Case Study

New DC Construction for Rochdale Spears

Customer Background:



Rochdale Spears is a very successful Group of companies which design, manufacture, and distribute designer home furnishings and decorative accessories through high-end Distributors and Retailers in USA and our new internet platform for international distribution, Resource Decor. The Group continues to grow rapidly with almost 4,000 employees in Vietnam across 5 manufacturing plants, headquarters in Hong Kong and offices in the US. They deliver outstanding business results while being responsive to our customers, our employees, and the environment.

Customer Challenge/Demand:

Customer has multiple factories in Vietnam, one of them is to be closed. They are going to build a new factory 5 KM away from the old one and relocate the old DC to a DR site 50KM away. Servers running in this to-be-closed factory are quite old and even though they are virtualized by Hyper-v, the performance still can't catch up with the applications' needs. Moreover, management for these servers remains a nightmare for the engineers. Customer were looking for traditional architecture at the beginning with Dell server +SAN storage, however the high cost, time-consuming purchase and implementation process as well as the complex O&M made them turn around and search for something simpler and more cost-effective.

Sangfor HCI Solution:

After being introduced to Sangfor HCI solution, Rochdale Spears has shown great interests in the simple & fast deployment, scale-out architecture and intuitive management of HCI. Furthermore, not only can Sangfor provide compute, storage and networking resources on HCI for their new DC construction, but also security and future-proof technologies for SDDC evolution.

Some Highlights:

- 24 VMs in Hyper-v and 8 physical servers are migrated to Sangfor HCI in new DC
 - Incredibly fast deployment and application on-line speed as opposed to traditional solution, days VS weeks
 - 50% CAPEX reduction compared to traditional solution however with equal performance
 - Simplified O&M makes IT team more efficient and business innovative
 - Scale-out on demand maximize customer's flexibility in business.
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Other Project Information:

- Sales: Ringo Yao
- Partner: Big Data Architect
- aServer2200*4 + (aSV+aNET+aSAN)*8
- PO: 50K
- Decision Maker: IT Director