CASE STUDY

LOGICALIS

Enspire chooses Logicalis to install Vblock for business growth and customer innovation

ENSPIRE AUSTRALIA

Enspire Australia, an integrator, ISP and cloud computing specialist, is Australia's first Cloud Service Provider to offer Software-as-a-Service (SaaS) and Infrastructure-as-a-Service (IaaS) using a Vblock implemented by Logicalis.

Challenge

Enspire Australia specialises in providing Information Technology solutions to small and mid-tier businesses in Australia. With over a decade of experience and expertise in Data Centre infrastructure, Enspire is determined to provide superior yet innovative solutions for its growing clientele base and is focussed on delivering a great end-user experience.

A pioneer of cloud computing since August 2006, Enspire undertook a strategic re-engineering process in 2009 which involved a bold evaluation of the company's future. The resulting five-year strategy included the provision of hosted desktop services, which required infrastructure that was able to scale from an initial 1,000 users to the ultimate goal of hosting 10,000 users by June 2012..

In line with its business values, Enspire also aims to deliver the most environmentally-friendly platform supporting extensive virtualisation for companies who want to reduce IT support and management costs.

Solution

Enspire chose Vblock to support its business strategy, which focussed on scalability, agility, service excellence, high availability and reduced cost. Logicalis was engaged to roll-out the Vblock infrastructure platform, which integrates solutions from EMC, Cisco and VMware.

Geoffrey Nicholas, CEO at Enspire said, "The Logicalis project team made an ambitious project painless, through its in-depth product knowledge and adherence to process. This gives us a cutting edge in delivering superior service delivery to our customers."

Benefits

Enspire was able to reduce infrastructure and application delivery times from ten weeks to two weeks. It also reduced support and operational costs, and delivered greater robustness, with zero unscheduled down time since the implementation.

Confident with the capabilities offered by Vblock solutions, Sara Adams, Director of the Partner Business Group, Cisco ANZ reaffirms: "With the virtualised environment Vblock provides, Enspire can bring new service offerings to market faster, give customers more choice and grow the business."

Enspire is confident that with Logicalis, Cisco and EMC, the company will be able to exceed its aggressive growth targets and taking the lead in the market.