CASE STUDY

MELILLO HELPS TRANSPORTATION AND LOGISTICS PROVIDER SAVE $20K PER MONTH WITH VXRAIL

Overview

A premier transportation and logistics provider needed to update its computing infrastructure to support more efficient operations and cut costs. With a trusted relationship firmly established with core members of the Melillo team, the client turned to Melillo to implement a VxRail hyperconverged solution, which resulted in immediate operational and financial benefits.

Challenge

The client was struggling with an aging infrastructure that was costly to maintain and difficult to manage, which resulted in growing operational inefficiencies. They wanted to refresh their existing colocation-based infrastructure to include a hyperconverged model that could deliver near-zero downtime. Led by Melillo's Mark Nixon, Senior Consultant, and Dean Amato, Director of Business Development, the Melillo expert team proposed VxRail Hyperconverged solution. While the client was immediately impressed by the strength of the recommended VxRail solution and its expected business benefits, they wanted to work with Melillo mainly due to their trust of the Melillo team and past successes.

Solution

With a foundation of trust well established, Mark and Dean partnered closely with the company to implement VxRail's hyperconverged infrastructure with specialized deployment that included stretched clustering. They realized a myriad of business benefits almost immediately. When the pandemic hit and the workforce went remote, the client turned to Melillo once again to implement a VDI solution. Though the client had been previously reluctant to implement a virtualized infrastructure, the instant success of VxRail in their general computing environment, combined with an urgent need to strengthen their virtual environment, were the catalysts that broke the four-year period of indecision. With that, Melillo added VDI to the broader VxRail solution.

Results

Melillo seamlessly migrated their aging infrastructure to VxRail with no disruption to the business. Powered by VxRail hyperconverged infrastructure with stretched clustering, the client now benefits from close to zero downtime, a highly streamlined data center, and increased scalability. As a result, the client has been able to:

- Dramatically cut back their overall data center spend by $20K per month
- Reduce their colocation footprint from 4 full data center racks down to less than half of 1 rack
- Infinitely shrink power and cooling costs
- Minimize the time it takes for users to run reports from four hours to less than 30 minutes

MELILLO
CONSULTING

"The client now enjoys greater employee productivity and improved security with centralized and more efficient endpoint management."

D&LL Technologies
TITANIUM PARTNER