



“The virtualisation and upgrade work has helped us to enhance system efficiencies considerably and we are already benefitting from a more integrated approach to communications throughout the Group that will help us significantly in the future.”

Expert support needed to create a more resilient and efficient infrastructure

It can be challenging to obtain consistent performance when a company relies on old, legacy servers to meet the demands of an increasingly sophisticated and mission critical supply chain. Virtualisation and cloud computing can help create a more resilient, efficient and scalable IT infrastructure with the performance reliability needed to meet these demands and stay competitive.

As their hardware and software requirements became more complex and IT even more business critical, Norville’s in-house IT team needed assistance with ongoing upgrade and project work.

This became even more critical when Norville began noticing wear and tear in several of their older servers, which were each responsible for managing important areas of their network and system processes. Norville recognised that they required replacing if they were to maintain the high levels of service reliability that their customers had become accustomed to.

Choosing PSU

Paul Salmon, Norville’s IT Systems Manager, said:

“Having thoroughly researched potential providers, we were impressed with PSU’s depth of knowledge, experience and professionalism and felt they were the best match to meet both our current and future requirements”



Customer Needs

- Support to manage increasingly complex IT requirements
- A leaner, more resilient infrastructure
- Enhanced efficiency and upgrade of legacy systems

Solution

- Server consolidation
- Migration to virtualised IT platform
- Hands on support and ongoing strategic advice

Benefits

- Knowledgeable IT partner offering advise and support through future critical upgrades
- Specialists in virtualisation and cloud computing
- Proactive, value added approach to support



Virtualised Solution

Following in-depth consultation and review, PSU advised Norville to consolidate their existing server units into a virtualised environment, as this offered the most cost effective way to enhance the overall efficiency and management of their IT infrastructure:

1. **Carefully planned project roll out and execution:** PSU needed to migrate Norville's existing IT infrastructure built on an older Windows based architecture to a more resilient and scalable virtualised platform. The installation had to be as smooth as possible, so it would not adversely affect their production levels.
2. **Streamlined IT resources:** with two new VMWare servers now each capable of managing ten of Norville's original legacy server units
3. **Improved system resilience:** with a new SQL cluster environment to provide full failover capabilities
4. **Enhanced management capabilities:** with the addition of a centrally based SAN now servicing both VMWare hosts
5. **Ongoing upgrade and project work support:** to help meet Norville's current and future requirements

Future Proofed Benefits

Since it first began working with PSU in 2006, Norville has gained a valued, strategic IT partner and benefits including:

- **A more robust and resilient IT infrastructure:** with full failover capabilities to keep it working
- **Future proofed scalability:** with the ability to respond quickly as its products and services expand
- **Operational efficiencies:** with a leaner, more agile IT infrastructure that is easier and more cost efficient to manage

About The Norville Group

Leading UK based, ophthalmic manufacturer and supplier to the worldwide opticians and laboratories industry



Successfully trading for more than 50 years & with five branches and 250 employees nationwide, the Norville Group supports a growing export market for lenses, frames and equipment, which includes some of the world's largest ophthalmic brands.

www.norville.co.uk

About PSU

PSU are a fully integrated ICT provider. We support our clients with solutions in hosted & managed services, cloud computing, unified communications including Mitel telephone systems & support, mobile, calls & lines, and internet connectivity.

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