

Industry:  
Technology &  
Strategic  
Consulting

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## Increasing Application Performance

### Global Consulting Firm Selects ePlus® Technology for Network Upgrade



A leading provider of technology and strategic consulting services and solutions, with more than 6,000 employees and 30 offices around the globe—specializes in delivering systems design, development, and integration to clients in national security, civil government, and health care and public health markets.

#### Time for an Upgrade

The organization needed to upgrade several facets of its IT infrastructure. It wanted to increase performance of mission critical applications and at the same time better manage remote locations. The plan was to consolidate servers and accelerate application performance on its wide area network (WAN) and upgrade its current routers and local area network (LAN). The complete network upgrade needed to be accomplished without application downtime.

#### Search for the Right Solution Provider

In its search for a technology solution provider to deliver on the company's needs, ePlus rose to the top of the list of contenders. ePlus' credentials included Cisco Gold Certified Partner status, Cisco Master Specializations in both Unified Communications and Security as well as demonstrated Cisco Advanced Technology solutions expertise. In addition, ePlus possessed the advanced Professional Services experience that was critical to this project's success, including Best Practices for deploying Cisco Wide Area Application Services (WAAS).

The organization was impressed with ePlus, not only for strong technical knowledge and proven implementations, but for its established relationship with Cisco and the ability to manage the entire project—including other vendors. The consulting firm felt confident in ePlus' level of expertise as well as personalized service so that the entire project could be completed with one single point of contact.

Proud to Partner with





## Client Success Summary

**Organization:**  
Global Consulting Firm

**Industry:**  
Technology & Strategic Consulting

**Solution:**  
Cisco WAAS,  
Data Center Upgrade,  
Professional Services

**ROI:**  
Enhanced application performance and availability, simplified information systems management, productivity enhancements, cost savings

## Taking Professional Services to the Next Level

After meeting with the organization and assessing its needs now and in the future, ePlus provided a detailed project plan for a turnkey solution. The plan included the consolidation of servers in the data center enabled with Cisco WAAS, full WAN design with application acceleration, and total project management and coordination of multiple vendors (including Cisco Professional Services).

The ePlus Professional Services team upgraded the Cisco LAN at 45 field offices across the United States and designed and implemented the WAAS solution. In addition, the team upgraded the core data center switch and router and converted application, file, and print services to a consolidated environment. In order to facilitate a comprehensive knowledge transfer, ePlus developed and documented all maintenance and management processes.

ePlus worked with the company and Cisco Advanced Services to identify mission-critical performance requirements and key compliance concerns in order to design the optimal solution. Through such collaboration, ePlus was able to build head-end systems that enabled server consolidation and to install new secure routing platforms and turn-up services at all of the organization's remote sites.

## Immediate Results

The benefits from the network upgrade were evident right away, including higher availability and response time for mission critical applications, which supported the organization's business continuity objective. In addition, the consulting firm's IT staff—in any office or any location around the globe with Internet access—can manage information systems quickly and easily. This simplified management approach greatly enhances productivity and efficiency.

The new WAAS-enabled platform designed and implemented by ePlus has had a tremendous impact on network and application performance and management. The consulting company has seen cost savings through consolidation of branch office infrastructure, increased employee productivity, and improved data protection.

**For information on how ePlus can help your organization realize significant savings, contact us at 888-482-1122 or visit us on the Web at [www.eplus.com/datacenter](http://www.eplus.com/datacenter).**

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