

ComputerCare is the largest IT reseller in the Manawatu, with some 18 technical staff.

Business Relationship Manager, John Stroud and the ComputerCare team can handle most of the enquiries they get but when a major high school approached them to upgrade its servers it was an opportunity to partner with the specialists from Ingram Micro.

Ingram Micro Solutions Architect, Dale Cusack and storage specialist, Jeff Maslen, flew in to meet with the school's new IT manager and complete a discovery exercise. "The school had been using its current servers for some time and had reached the point where maintenance was costing more than the value being extracted," says Dale Cusack. "The school needed exchange and directory servers, a new school records system and to completely upgrade its server room. It also wanted a totally 'turn key' solution, right down to unpacking the boxes, installing the applications and getting the system transferred and up and running."

ComputerCare and Ingram Micro went to considerable lengths in developing a solution that incorporated virtualisation on HP Blade technology with a Server Area Network. It took several meetings with the School Board to convince them that the level of investment was going to be worthwhile. According to Dale Cusack, "We were able to reassure them that this is not only considered to be current best practice but would provide the perfect solution for the next 5-10 years and be easily upgraded to meet the school's growth well into the future."

"We were able to develop a much stronger solution with Ingram Micro's support," says John Stroud. "Being able to partner with the Solutions Group means that we can provide the very latest, highly specialized, expertise to all our clients in areas of technology that we are not frequently required to address."

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**John Stroud**

#### TECHNICAL SPECIFICATIONS:

- EVA4400 SAN with online and offline disc
- C7000 Blade System with BL480 servers
- Brocade Fibre Channel Switches
- Business Copy Snapshots
- Virtual Connect
- VMware ESX Enterprise
- HP Services