Case Study

World Leader in Consumer Electronics Expands and Standardizes IT Environment

Industry:
Mobile communications

CDCT provided:
- Strategic IT support
- Procurement and implementation servicing
- Infrastructure from NVIDIA, Cisco, NetApp, Dell, VMware, Fortinet, and HPE

CDCT services:
- Professional Services

The client

In a relatively short period of time, the company has established itself as a leader in consumer electronics in Asia. The company is one of several operating under a parent company that has grown steadily both in market share and global presence in recent years.

The challenge: Streamline IT environment and support major growth plans

Rapid business growth is something to be proud of, but it can create real challenges. Over the past several years, the company had increased its number of employees by more than 50-fold. The leadership has embraced a "move fast" mentality, leading to little if any standardization of its IT environment. Only recently had the company hired on an IT director. No real IT management processes had been established.

Moving forward, the company was looking to address the immediate inadequacies of their continually expanding IT environment, as well as fuel further growth with specific infrastructure acquisitions. The company planned to markedly grow its presence in the U.S. market, as well as its use and adoption of Artificial Intelligence (AI) and GPU computing.

The solution: New modern infrastructure selected and implemented for unique demands

Insight Cloud + Data Center Transformation (CDCT) has been a major asset, providing startup-like responsiveness with a seasoned approach that helps the client's leadership make decisions that will benefit the company over time.

Through regular conversations regarding the company's current IT environment and evolving goals, our team has enabled the client to make cost-effective acquisitions of more than 30 NVIDIA® DGX-1™ GPU servers, 40 Dell™ PowerEdge™ R740 servers, VMware® Virtual Desktop Infrastructure (VDI) bundles, Cisco Nexus® switches, Fortinet® firewalls, Aruba® controllers, and software for remote desktop access.

All new infrastructure has been evaluated for its ability to integrate well with existing assets and support the company's current and future needs. Our team has provided a simple framework through which the company's leadership can easily procure new infrastructure and receive critical implementation support, all through CDCT.

The benefits: The resources needed to succeed — in the marketplace and in the data center

Startups and high-growth companies require a specialized blend of speed, customization, and informed guidance from service provider partners. CDCT has delivered just that, giving the company a partner on whom they can rely on as their needs expand and change.

With the new infrastructure the company has in place, they not only have the resources they need to maintain their competitive edge as an innovator and R&D pioneer, but they have a much more standardized environment that's easier to manage. All future needs can be funneled to a single partner, giving them immense efficiencies.

The company has discussed several other needs they are interested in fulfilling with CDCT, including IT support, managed services for their infrastructure, backup and disaster recovery support, and the buildout of a new data center. The company's co-founder recently communicated with our team, "Thank you for all the support and commitment you've shown us the past couple years. I know it isn't always an easy job. Looking forward to working with Insight for many more years to come."

Benefits:

Fast procurement and implementation

Expert technical services

Trusted partner for strategic and tactical support

High-powered R&D environment

The latest AI, GPU, VDI, networking, and security technologies

Insight
Cloud + Data Center
Transformation