

Case Study

DMG Group Save €15k Per Annum with Virtualisation Solution



Pictured left to right: Tom Hefferon, CEO, DMG Group, Nick Wall, Account Manager, Datapac, Stuart O'Loughlin, Support Centre Manager, Datapac and Edward Hanrahan, Group IT Manager, DMG Group.

Datapac has provided a €70k server virtualisation and managed services solution to the DMG Group, one of Ireland's leading information management companies. Having reduced the amount of physical servers from twenty to three, maintenance and energy costs will be significantly reduced, and as a result save the company around €15k per annum. DMG also upgraded its maintenance cover from Datapac to a full suite of managed services, including proactive remote monitoring and management of all IT systems and servers.

The DMG Group

DMG Group is the parent company of Irish brands such as Filestores, Shred-it, Scan Image Services, Archives Consulting Services, NeedMoreSpace and TMT. With headquarters in Dublin and locations throughout Ireland, the company now employs over 200 people.

The Aim

Organic company growth and increasing customer demand for information management services, including data management, document storage and scanning, has resulted in a 20% data growth year-on-year. Recognising that this trend would continue and potentially increase, the decision was made to review its entire server infrastructure.

Edward Hanrahan, Group IT Manager, DMG Group, said, "Our customers are experiencing an exponential growth in their physical and electronic information. Accordingly, we needed to address our current and future server requirements, and felt that a virtualised environment gave us the flexibility, security and scalability we needed."

The Benefits

By adopting Datapac's managed virtualisation model, the DMG Group has reduced their capital expenditure that would have been required to buy additional physical servers. The reduced server fleet will cut maintenance and energy costs by €15k per annum.

DMG Group's online strategy seeks to actively encourage customers to move to the web, in particular for web ordering and document searches. The stability and inbuilt fault tolerance of virtualisation facilitates a higher quality user experience and derisks the strategy. Another benefit includes accelerated document retrieval speeds which are an increasingly important part of DMG Group's information and records management business.

"Importantly, Datapac excelled at project managing the entire migration without impacting on our day-to-day operations," concluded Edward.

Nick Wall, Account Manager, Datapac, said, "The DMG Group is another example of an Irish business turning to virtualisation to support its business growth. It has already begun to experience the financial returns, performance and resilience of the virtualised server environment. In fact, such has been the success of the Datapac solution that the DMG Group is considering virtualising its entire IT infrastructure."

About Datapac

Ireland's leading integrated ICT provider.

- 150 employees in Dublin, Wexford, Cork & Belfast
- Turnover of €50 million in 2010
- Datapac has over 6,000 active customers.

Portfolio

- IT Support & Managed Services
- Virtualisation, Storage & Cloud
- Unified Communications & Networks
- Imaging & Printing Solutions
- Security Solutions
- ERP & Accounting Solutions
- Retail EPOS Solutions
- IT Consumables

Accreditations



Computing Systems Specialist

