

Industry:
Non-Profit /
Emergency
Relief

ePlus has the ability to offer the entire package: hardware and software at very competitive prices, a keen understanding of the unique dynamics and existing environment, a true systems approach to any new expansions and upgrades, and top notch engineering expertise.

Proud to Partner with



Star Partner



Personalized Approach to IT Success

Emergency Relief Organization Relies on ePlus® Technology to Support Its Entire IT Infrastructure



Since 1970, a global relief organization has helped meet the needs of people who are victims of war, poverty, natural disasters, disease, and famine by providing food, medicine, temporary shelter, and other assistance. With offices around the globe, the non-profit group offers community development and vocational programs in impoverished villages and neighborhoods to help people break the cycle of poverty.

End-to-End Infrastructure Support

For more than six years, the organization has turned to ePlus Technology to help with various aspects of its IT infrastructure, including Lenovo desktops and laptops, IBM servers, Cisco network equipment (including NAC Appliance and Security Monitoring, Analysis, and Response System - MARS), NetApp storage (for both its primary and secondary disaster recovery sites), and VMware virtualization. In addition to pre-purchase design and sourcing, ePlus has played an integral role in implementation, training, and on-going management.

Local Presence, National Scope

Before working with ePlus, the relief organization used to procure equipment from multiple sources. It decided to utilize the expertise of ePlus for all of its IT sourcing, simplifying the process, increasing efficiency, and relying on a local company with a personalized approach. With the ability to provide on-site sales and service, ePlus gained a clear understanding of the organization, its layout, and its staff—and a familiarity crucial for streamlined implementations. ePlus is involved in every step, from the selection process through design and execution.

When the global relief organization first engaged ePlus, it was looking for a company with a local presence but with a national scope. ePlus met all expectations and has the ability to offer the entire package: hardware and software at very competitive prices, a keen understanding of the unique dynamics and existing environment, a true systems approach to any new expansions and upgrades, and top notch engineering expertise. The ePlus team brings everything to the table the organization needs to make intelligent and informed purchasing decisions to optimize its infrastructure and stay on the leading edge of technology—without any post-purchase regrets.



Client Success Summary

Organization:
Global Relief
Organization

Industry:
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Solution:
IT Sourcing, Desktops
and Laptops, Network
and Data Center,
Disaster Recovery
and Virtualization,
Professional Services

ROI:
Enhanced network
and data center
performance, security,
reliability, and scalability;
lower total cost of
ownership

All the Right Partners

In addition to in-house knowledge and technical expertise, ePlus has long-standing strategic partnerships with key vendors. As a Cisco Gold Certified Partner, NetApp Star Partner, Lenovo Premier Partner, IBM Premier Business Partner, and VMware Premier Partner, ePlus holds the highest certifications to pass on additional benefits.

The organization was drawn to ePlus' vendor-neutral approach and keen understanding of its purchasing standards and platforms. The ePlus team can then determine what equipment is a good fit for the existing environment (now and in the future). And working through ePlus, the non-profit is able to foster relationships with manufacturer reps to ensure a successful implementation and on-going support. ePlus escalates issues when needed, and provides true 24/7 support and dedication.

Built-In Scalability

ePlus has become the relief organization's "go-to" partner for virtually everything IT. By following best practices and understanding the organization's needs, ePlus makes sure the customer has the structure in place to handle what it faces today—and what may arise in the future.

As a trusted IT advisor, the organization relies on ePlus to help take its IT infrastructure where it needs to go—while at the same time being confident that it is wisely spending its donor's dollars and maintaining responsibility with its stewardship. Time and time again, ePlus has guided the organization to the most efficient purchase possible to support its long-term initiatives, especially related to storage and data replication needs.

When the organization was faced with a disaster recovery and business continuity initiative timeframe that was greatly accelerated, it was pleased to find it could accommodate the new demands based on the infrastructure it already had in place. It was able to quickly purchase and implement the additional NetApp and VMware components needed and in the matter of just a few months, the organization could cover the disaster recovery requirements. It was able to recreate its data center at a remote location 100 miles away, add additional capacity quickly and smoothly, test the solution, and see that the existing environment—designed by ePlus with necessary scalability—could address its needs.

Broad Range of Benefits

The global relief organization has realized a range of benefits from working with ePlus, including enhanced network and data center performance, security, reliability, scalability, and lower total cost of ownership.

Through a wide variety of disciplines, ePlus has assisted the organization to better understand the dynamics of its network topology. From disaster recovery to long-distance data replication, storage, software, and desktops, it relies on ePlus to recommend, source, implement, and support the right components needed for its infrastructure—and all with a personalized approach.

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.

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