

Secure, Scalable Storage Solution

Reinsurance Group Entrusts Data Availability to ePlus® Technology



Whether a high-end solution or technical support, the ePlus sales and service teams have the experience and expertise to accomplish the job quickly and professionally.

Information is the most valuable asset of a leading international reinsurance group. With more than 750 employees in offices from Zurich to Tokyo, the company is heavily dependent on IT infrastructure for communication with customers and colleagues as well as for data transfer and storage.

ePlus Technology has been meeting the IT infrastructure needs of the organization's Connecticut office for more than 10 years, providing high-end equipment such as storage solutions from Hewlett-Packard and network equipment from Cisco (including routers and switches). In addition, ePlus HP and Cisco certified systems engineers delivered a complete set of technical services, including installation, configuration, and ongoing maintenance to ensure continuous availability of the company's critical data and intellectual property.

Growth without the Pain

In 2003, the company's Connecticut office was outgrowing its existing HP legacy storage solution. With limited scalability and support soon to expire, it needed a new, cost-effective solution that would be easy to administer and provide greater capacity and flexibility.

ePlus Technology upgraded the organization's storage to the HP EVA 3000 SAN solution. The new system provides improved storage utilization and scalability while meeting application-specific demands for consistently high-transaction I/O and MB data rate performance, seamless capacity expansion, and simplified storage administration. The installation took only three days with no downtime.



Expert Solution Recommendation and Installation

Installation and configuration of the new SAN system was handled by ePlus Technology Engineer Craig Christiansen. "This client is an information company. Their data is mission critical," he explains. "Security and availability were top priorities. That's why we recommended this particular solution."

The EVA 3000 provides up to 8TB of data storage, which is easily managed remotely via an Internet browser. The system administrator can simply point and click to allocate 1GB to 2TB of data storage to a server in seconds.

Exceptional Results, Quick Return on Investment

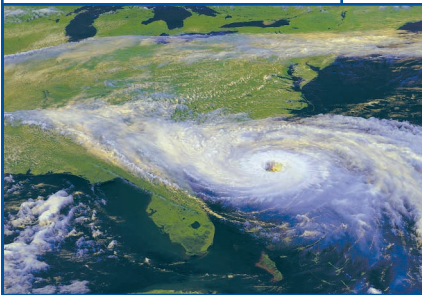
The new solution has expanded the organization's storage capacity by 250%, lowered administration and maintenance costs via simplified management and standard three year warranty, and increased data transfer rates by 400%. The entire solution proved to be very cost effective at under \$.04 cents per MB of true storage costs, and is expected to meet the company's storage needs for years to come. The solution provides for further storage capacity simply by adding more hard drives.

The company found ePlus great to work with. Whether it needed a high-end solution or technical support, the ePlus sales and service teams have the experience and expertise to accomplish the job quickly and professionally.

Ongoing Support for Continued Peace of Mind

The organization has entered into a Service Level Agreement (SLA) where ePlus provides certified systems engineers on an as-needed basis. It can then focus its internal staff on other priorities while ePlus ensures that the HP EVA 3000 SAN solution is maintained, secure, and optimized for performance.

For information on how ePlus can help your organization realize significant savings, contact us at 1-888-482-1122 or visit us on the Web at www.eplus.com.



Client Success Summary

Organization:
International Reinsurance Group

Industry:
Insurance

Solution:
IT Infrastructure Support and Technical Consulting

ROI:
Expanded storage capacity by 250%; significantly lower administration and maintenance costs; increased data transfer rates by 400%

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