

“Fujitsu has always been there for us. Thanks to our long-term partnership we got involved in the game early, even before FUJITSU Integrated System PRIMEFLEX® for Storage Spaces Direct was officially launched.”

Andreas Tärnegård
CEO
Make IT

FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct, puts Make IT on the cutting edge, lowering costs and simplifying management.

At a glance

Country: Sweden
Industry: IT Services
Founded: 2000
Employees: 28
Website: www.make-it.se

Challenge

Make IT wanted to replace its aging, costly and complex server platforms with an innovative, cutting-edge, integrated solution that would simplify management, reduce costs and leave a smaller footprint. But the right packaged solution had yet to be designed.

Solution

FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is a platform that could be quickly up and running. PRIMEFLEX is pre-certified, pre-validated and fully supported. Due to the consulting expertise of Make IT in the Microsoft space, the integrated system was jointly customized to perfectly meet Make IT's specific requirements.

Benefit

- Increased storage space and increased performance
- Reduced costs, space and cooling needs
- Faster time to production, pre-work is part of the package solution
- Simple management with industry standard software and hardware

Customer

Founded in 2000, Make IT provides personalized and innovative IT products and services, on site when needed, for its expanding customer base. Make IT's expertise streamlines the needs of IT departments in small, medium and large companies – many with national and international markets. Additionally, Make IT functions as an external IT department for many of its clients.

Products and services

■ FUJITSU Integrated System PRIMEFLEX® for Storage Spaces Direct

Challenge

Make IT understood that its IT needs and those of its clients and customers are constantly growing and advancing. Aging and complex servers couldn't keep up with increasing IT-related demands from its medium and large corporate customers.

"It's been a challenge just keeping in step with our customers' needs," remarks Per Sandblom, Technical Sales, Make IT. "Things in the IT industry are quickly evolving. To put it plainly, it's a matter of keeping up."

Make IT's server platforms had been pieced together using hardware and software components, the way many server platforms are individually constructed. This traditional practice to create a one-of-a-kind server platform is complex, prone to error and time-consuming.

"Our older platforms were expensive to run and complex to keep running," admits Sandblom. "There were a number of technical components to keep track of in the form of hardware and software. There were a lot of tiers."

Make IT turned to Fujitsu to find a solution. Since there wasn't one conveniently packaged, the team set out to launch a respective integrated system, specifically for Make IT's requirements.

Solution

Fujitsu, took on the challenge to customize its integrated system FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct, developing jointly with Make IT an integrated, cutting-edge product that Make IT could use to manage IT solutions for its customers and even sell to its customers.

"The solution gives us excellent performance, reduces cost for storage, floor space, power and cooling," adds Adam Lantz, Sales Director, Make IT. "The flexible platform design allows us to serve both our small and medium business clients and the enterprise customers. It also provides us with the invest protection for future growth."

FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is a packaged single solution with integrated software and hardware.



The only components that comprise this revolutionary system are the Fujitsu PRIMERGY servers, the Microsoft Windows Server 2016 operating system and the optional Brocade switches. All of it is fully supported by Fujitsu.

"Now we have one hardware and one software component," says Sandblom. "It's just less complex, simply put."

Benefit

FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is an IT industry game changer. Gone are the days when Make IT would need to devote costly hours designing and testing a customized server platform. Instead, as PRIMEFLEX is an integrated hardware and software system, it is ready and willing to do its job.

"Solutions can be ramped up from the beginning to production, faster than if it were required to select every component with the required testing that goes with creating a platform that is not PRIMEFLEX," emphasizes Sandblom. "Fujitsu does all that pre-work. The solution is ready to function within a very short time."

PRIMEFLEX is a pre-certified, pre-validated and fully supported platform. Make IT has wasted no time to get FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct deployed to its customers. With the ink still drying, Make IT rolled out the new PRIMEFLEX system to two of its customers. They both saw immediate results.

"One of them told us they were very happy. They had physically reduced their nodes from eight to two," added Andreas Tärnegård, CEO, Make IT. "Think about those eight nodes, think about how much electricity they consume and how much heat they give off."

A product's footprint is an equally important feature of a new product. By creating PRIMEFLEX to be a single, integrated system, it not only became less complex, easier to implement and trouble shoot, but it also consumes less electricity, which decreases cooling requirements.

Mr. Tärnegård best sums up the strongest points of PRIMEFLEX: "FUJITSU Integrated System PRIMEFLEX for Storage Spaces Direct is very user-friendly and simple to manage. It is the one-stop solution when you don't want to build your own."

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