

# Case Study Simmons Gainsford

»Even if we double in size over the next five years, this solution will still be able to deliver, making it a great investment. It's a robust, reliable, flexible and cost-effective solution that has transformed how we do business.«

Umesh Chohan, IT Manager, Simmons Gainsford



## The customer

Simmons Gainsford is a UK top 60 chartered accountancy and advisory firm based in Central London which works with businesses and individuals seeking financial success and security. Its skills and experience enable it to deliver bespoke service packages to meet the complex challenges of all clients. The company offers expert advice on a range of areas including strategic and financial planning, tax mitigation and assurance and compliance.

## The challenge

Simmons Gainsford had an aging server infrastructure with an outsourced management contract. Twelve servers acted as a hub for 110 thin client users, however, they were running out of capacity and reaching end of life. The company needed to find a new solution that would better equip it for future growth.

“Our infrastructure was no longer fit for purpose so we issued a tender for a more modern and robust solution,” explains Umesh Chohan, IT Manager, Simmons Gainsford. “We needed the ability to support a larger number of users within a virtualised, scalable environment that could be effectively managed in-house.

“After meeting the Fujitsu team at the IT Expo, it became clear that they could deliver an all-in-one VMware solution that would meet all of our needs,” adds Chohan. “It was cost-effective without comprising performance so it was the ideal choice for us.”

## The solution

Simmons Gainsford chose to deploy two Fujitsu PRIMEFLEX® vShape 25HA with integrated NetApp storage and Brocade switches. These deliver a straight out-of-the-box, fully virtualised, enterprise-class IT architecture for the company while eliminating the hassle of designing, integrating and testing. vShape cleverly integrates the company's storage, server, network and virtualisation software, thus reducing the cost of design and time to deployment, freeing up valuable internal resource.

“We didn't need to worry about compatibility or licencing as everything comes pre-configured, ready to plug and play,” says Chohan. “Fujitsu also worked hard to get it to the right price point without scrimping on the bells and whistles. It was also a bonus that we could integrate NetApp storage as part of the solution.”

## The customer

Country: United Kingdom  
Industry: Professional Services  
Employees: 110  
Website: [www.sgllp.co.uk](http://www.sgllp.co.uk)



## The challenge

Simmons Gainsford had an outdated server infrastructure that lacked the capacity to accommodate growth. It needed to find a new, virtualised environment that could deliver scalability and performance at low cost.

## The solution

The company deployed two Fujitsu PRIMEFLEX vShape 25HA with integrated NetApp storage and Brocade switches for an out-of-box, integrated, all-in-one architecture.

### The benefit

- Central management console provides a single point through which every component can be managed and resources provisioned, freeing up time for the IT department
- Scalability ensures it can support expected growth over five years
- Fujitsu PRIMEFLEX vShape solution introduces resilience for automated disaster recovery, enabling the security of sensitive data
- Better application performance translates to increased productivity among the workforce

Chohan worked with two Fujitsu engineers for two weeks to get both systems up and running while migrating data and applications in parallel. A simple flick of the switch saw the successful transition to a new virtualised environment happen overnight.

"It was a relatively seamless transition that didn't disrupt the business, thanks to the help of Fujitsu," continues Chohan. "We simply installed the hardware, configured the IP addresses and migrated business critical applications such as MS Office, Sage, Caseware and Wolters Kluwer CCH."

### The benefit

Since deploying the Fujitsu PRIMEFLEX vShape solution, Simmons Gainsford has noted a definite uptick in performance, which helps increase productivity. At the same time, the easier management with improved system visibility makes life for the IT team much simpler.

"I have a single pane of glass through which I can manage every aspect of the infrastructure and easily provision new resources," comments Chohan. "This central management console frees up my time to focus on more strategic business objectives."

The new system also automates the backup process as part of a more stringent approach to disaster recovery. This means the company can rest assured that, in the event of a catastrophe, sensitive data will remain intact. And the solution is scalable to accommodate future growth so Simmons Gainsford can handle its ongoing expansion with confidence.

### Products and services

- 2 x Fujitsu PRIMEFLEX vShape 25HA

"Even if we double in size over the next five years, this solution will still be able to deliver. That makes it a great investment," says Chohan. "It's a robust, reliable, flexible and cost-effective solution that has transformed how we do business."

Chohan is also keen to point out that its relationship with Fujitsu now extends further. "We've rolled out over 100 Fujitsu LIFEBOOK E554 and U904 laptops to the business. They give us top of the range performance at competitive pricing. We've essentially become a Fujitsu house from top to bottom."

### Conclusion

With the new highly available, agile platform in place, Simmons Gainsford is ready to look to the future and with Microsoft Windows XP reaching the end of the line, the next step is to upgrade to Windows 8.1.

"Fujitsu has proven itself as a valued technology partner," concludes Chohan. "We certainly expect to work closely with it again in the coming months."

**"Fujitsu provided a helpful, supportive and sociable service that enabled us to painlessly migrate to an entirely new virtual environment."**

Umesh Chohan, IT Manager, Simmons Gainsford

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