

“The Fujitsu solution has doubled performance, so our users are more productive and less frustrated. As a result, our customers tell us we have become more responsive to their needs.”

Lambe Perovski  
Head of System Integration  
Enter D00

## Boosting performance and cutting costs through virtualization

### At a glance

Country: North Macedonia  
Industry: Technology  
Founded: 1994  
Website: [enter.com.mk](http://enter.com.mk)

### Challenge

Enter D00 depended on nine aging physical servers which were costly to maintain and prone to failure, disrupting the business. The company wanted to deploy a totally virtualized solution that would improve performance and reliability.

### Solution

Working with local partner InTec System, Enter D00 installed FUJITSU Integrated System PRIMEFLEX for Microsoft Azure Stack HCI, an all-in-one virtualization solution built on PRIMERGY standard x86 servers and software-defined server and storage technology with Microsoft Windows Server 2019.

### Benefit

- Enter D00 is saving 50% on hardware expenses; 43% on data center footprint; 30% on storage and 50% on energy consumption
- Performance has doubled in speed, increasing productivity
- All-in-one PRIMEFLEX virtualization solution up and running in days
- 100% uptime ensures optimal availability

## Customer

Enter DOO is a software company, specializing in the design, production and implementation of complex integrated business software solutions. The company, headquartered in Ohrid, is the leading North Macedonian producer of ERP software with successful implementations in over 350 companies and institutions in the region. The core focus of the company is the development of business software Luca ERP, a widely recognized brand in North Macedonia, in both the commercial and public sector.

## Products and Services

- FUJITSU Integrated System PRIMEFLEX for Microsoft Azure Stack HCI

### Upgrading legacy servers

Enter DOO relied on a collection of nine aging physical servers, some of which were over 10 years old. Disks, motherboards and power supplies all failed on a regular basis, causing disruption to the business and user frustration. The company wanted to replace these physical servers with a new virtualized infrastructure and needed to find the right solution.

“When our business comes to a halt because of hardware failure, it means we lose money. Moreover, the time we were spending on maintaining the hardware was becoming a real drain on resources,” explains Lambe Perovski, Head of System Integration, Enter DOO. “We therefore worked with our long-term technology partner, InTec System, to evaluate the market and find the right solution for virtualization.”

Enter DOO looked at numerous potential solutions, however, it found that Fujitsu offered the best price/performance ratio. Moreover, having used Fujitsu devices and servers in the past, Enter DOO was familiar with the technology and had firsthand experience of Fujitsu’s reliability.

“We explored alternatives, but Fujitsu has the most cost-effective, best-performing solution,” adds Perovski. “It had the perfect platform for deploying Microsoft Windows Server 2019 with Microsoft Hyper-V and Microsoft Power Tools.”

### The all-in-one virtualization package

Over the course of just one weekend, Enter DOO deployed two PRIMEFLEX for Microsoft Azure Stack HCI integrated systems which include all hardware and software to simplify the deployment of a Microsoft-based hyper-converged IT infrastructure. The solution integrates high performance and energy-efficient Fujitsu PRIMERGY standard x86 servers and software-defined server and storage technology with Microsoft Windows Server 2019 to reduce complexity and TCO in Enter DOO’s data center infrastructure operations.

“We are a software development company, so we have no shortage of talented technical staff being able to handle the deployment in-house,” continues Perovski. “As a technology company, we also have hundreds of applications and 8TB of data to migrate. Nevertheless, we were able to do so very quickly. That’s partly because it was so easy to work with Fujitsu.”

The Fujitsu two-node Microsoft HCI bundle provides the ideal infrastructure for Enter DOO, reducing the need for expert staff to design, build and maintain complex IT systems. The solution helps mitigate deployment risk, because it only includes Microsoft-certified components, validated and pre-configured by Fujitsu. The deep management integration with Microsoft management tools and excellent remote management capabilities simplify management tasks and reduce on-site visits.



“It is much easier to maintain and it helps with our software development because we can test on different virtualized operating systems,” says Perovski. “That reduces time to market for certain projects from several days to a few hours.”

### Faster speeds, lower costs

The new Fujitsu PRIMEFLEX platform not only speeds time to market, it also boosts performance while reducing operating costs. Enter DOO is saving 50% on hardware expenses; 43% on data center footprint; 30% on storage and 50% on energy consumption, compared to traditional converged infrastructure approaches.

“A smaller footprint means less cooling and power, which means lower bills. At the same time, using local storage rather than expensive external storage leads to further savings. That’s money which can be reinvested in the business,” comments Perovski. “On top of the savings, the Fujitsu solution has doubled performance so our users are more productive and less frustrated. As a result, our customers tell us we have become more responsive to their needs.”

Fujitsu gives Enter DOO the reliability and availability it needs – in the months since its deployment, the company has had no issues with the hardware. The platform is also scalable so Enter DOO can easily add extra disks and memory at low cost. Such has been the success of this implementation that Enter DOO is now looking at rolling out a third Fujitsu PRIMEFLEX node in its Skopje office to enable disaster recovery.

“The whole project has been extremely straightforward and seamless, allowing us to dramatically improve performance, reduce costs and increase stability,” concludes Perovski. “A small part of our business resells hardware, including Fujitsu servers, and our experience with PRIMEFLEX encourages us to get out and sell even more.”

## FUJITSU

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