



Infrastructure. Anywhere.

HIGHER EDUCATION
CUSTOMER SUCCESS STORY



OPPORTUNITY OVERVIEW

CLIENT

- Post University is a nationally recognized, private Northeast university offering both accredited online degrees as well as the traditional, on-campus college experience.

TECHNOLOGY REQUIREMENTS

- A simplified management solution for their current infrastructure environment
- An economical way to deliver infrastructure to support their VDI and virtual server environment
- Increased responsiveness and scalability, while being assured of performance, security and control
- A hyper-converged infrastructure that would minimize manual tasks, build resiliency and failover across multiple locations

INFRASTRUCTURE SOLUTION

- Provides a consolidated, hyper-converged infrastructure that reduces complexity and is easy to use.
- Eases the administrative burden on the university's small team while providing them full infrastructure stack control through VMWare.
- Gives the university a new way to deliver infrastructure support to their VDI and virtual server environments.
- Offers instant backup and recovery of data, saving the university time and money from costly outages and down time.
- Provides the ability to scale easily and cost effectively to meet growing demand

Post University Turns to CPP Associates and HPE SimpliVity to Help Them Improve Business Continuity with Hyper-Converged Infrastructure

Post University offers over 25 undergraduate and graduate programs in day, evening and online courses, and has three satellite centers in the area. Their online MBA program was listed among the top 100 online graduate business programs. The success of their online programs has triggered significant growth and forced expansion upon the university to support the increased demand on its infrastructure.

Their IT leadership knew that the existing (and aging) IT infrastructure could not keep up with their rapid growth. A study had demonstrated that minimal business continuity and disaster recovery capabilities might result in an outage that could cost them \$50,000 an hour, and even more as a result of damaged reputation and market presence.

The university needed a simplified, economical solution that would increase responsiveness and scalability, offer high availability, and be able to fail over to DR if needed. Management also wanted increased network visibility while reducing management costs, and assured performance, security and control.

After discussing their needs with various technology partners, the university chose CPP Associates and HPE SimpliVity over other solution providers and technologies available.



BUILDING INFRASTRUCTURE SCALABILITY, RESILIENCY AND FAILOVER CAPABILITIES TO SUPPORT BUSINESS GROWTH

The university had been utilizing a traditional siloed stack for delivering applications (i.e., servers, storage, backup, etc.) Since they had a relatively small team, they were eager to find a new way to deliver infrastructure to support their VDI and virtual server environments and accommodate expected growth. They wanted to do this in a way that not only reduced TCO compared to both on-premise solutions as well as cloud solutions. They also needed to reduce management and admin labor.

CPP Associates deployed HPE SimpliVity as the solution. Essentially a data center in a box, SimpliVity is a server, storage, networking, backup and disaster recovery ... all of which is managed through VMware via a plug-in. What in the past would require four to five different skills sets could now be managed by one solid VMware generalist.

BUSINESS IMPACT

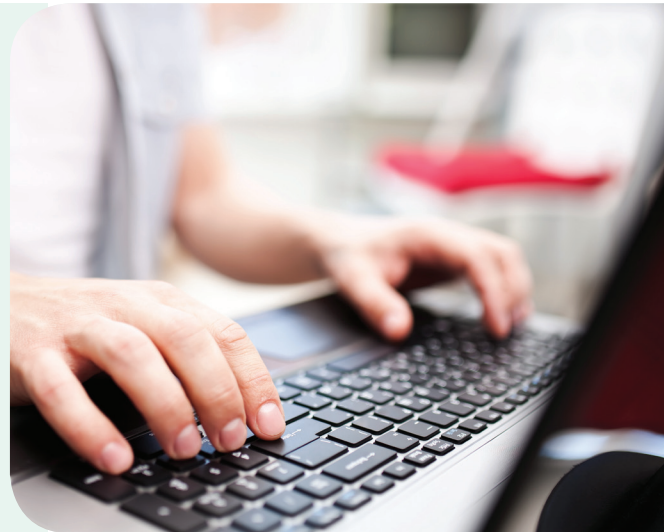
- Infrastructure refreshes can now take place in a matter of hours or minutes, not weeks or months as it has in the past.
- Scaling compute and storage capacity to meet demand can occur in small chunks or large (depending on demand), and in hours, not months.
- Now, infrastructure can be delivered to an app as fast as it takes to click a mouse a few times.
- A small IT staff can now manage the entire infrastructure stack through VMware. The learning curve is instantaneous.
- The technology has allowed the IT staff to focus on campus expansion, partner relationships and economic development in the community, instead of on managing plumbing.
- Reduced disaster recovery time saves both time and money from costly outages and down time.

THE ROAD AHEAD

Before the deployment of SimpliVity, the university's infrastructure could support only 150-200 concurrent virtual desktop users (students and staff members). Moving forward, they now have the scalability to support 400 concurrent users and expect that number to rise to 600 by the end of this year

HPE's solution allows customers to move at the speed and agility that they desire, and move technology "to the edge" where more businesses are looking to concentrate.

As a result, Post University was also able to ensure the system can scale for five-year growth, while preserving the existing VDI infrastructure investment.



ABOUT CPP ASSOCIATES

CPP Associates provides its customers and partners with responsible, consistent and repeatable solutions that will meet a customer's requirements and business needs now and in the future. Their expertise is the foundation for helping customers implement transformational IT solutions that enable revenue growth while controlling costs.

Pioneers of a new consulting approach employing their "Infrastructure Anywhere Assessment," CPP looks at various ways of deploying "cloud-like" infrastructure to maximize agility with increased utilization while at the same time, meeting demanding business requirements with a focus on technology, service level, security and costs.



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