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Tectrade

Your Data Protection Partner

How Kier saved £170,000 with a software-defined architecture

Kier Group was looking to manage the massive data growth that comes with business expansion. We've helped the Group get ready for the future, and save big—with a flexible, software-defined architecture

“With Tectrade, it’s about delivering the right solution in the best possible way. It isn’t a supplier and customer relationship. It goes deeper than that. It’s a partnership.”

Duncan Borland

IT Infrastructure Operations Manager
Kier Group



The challenge

Kier is one of the UK's leading construction, services and property groups. We've been working with Kier for over eight years, and during that time, its data storage and protection needs have grown and grown.

The ongoing challenge for Kier – as for so many successful businesses – isn't just how to store its growing data volumes. It's how to do so without compromising on performance, or straining already tight budgets.

In an industry where a major new contract can arrive at any time, Kier also needs to be able to monitor its changing data needs, ensuring capacity and performance is always there when it's required.



The solution

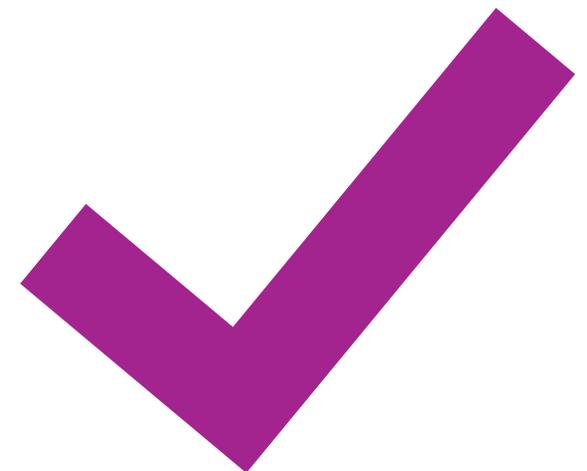
We've worked with Kier to transform its storage environment, and shape its storage strategy – giving the Group fresh confidence in its power to manage whatever volumes of data the future holds.

That's meant:

- **Introducing a future-ready architecture:** We helped Kier replace its existing environment with softwaredefined storage solution, providing the best possible foundation for future data growth.
- **Holding quarterly reviews:** We regularly sit down to discuss any storage issues, trends and opportunities together, and plot out the smartest path forwards.
- **Forging a true partnership:** Building great working relationships makes delivering successful projects a whole lot easier. And enjoyable. And as Duncan explains...

- **Provide ongoing support with backup strategy:** through in-depth quarterly reviews

"The people are crucial. I've had a really warm, good working relationship with our Account Manager. He's been superb. We've worked together from day one, and I think that's one of the reasons it's gone so well – Tectrade want to work with you, they don't just see you as an income stream."



“It’s about culture and it’s about fit. One of the things Tectrade bring to the table in spades is the Tectrade attitude. They want to do a good job. They want to deliver stuff for you, and they want to engage.”

Duncan Borland

IT Infrastructure Operations Manager
Kier Group



Phase 1: Moving to a software-defined architecture

- Spectrum Virtualise
- 4x v7000 for storage capacity (Tectrade implemented all 4 of these modules – as well as all Kier’s storage and SAN over the past 8 years)

Phase 2: Enhancing the architecture

- New enterprise Cisco SAN fabric infrastructure
- Replaced two older v7000 modules with two new gen modules

Phase 3: Implementation outcomes

- More processing power
- Increased storage capacity
- Reduced cost and improved efficiency
- Less maintenance for new modules

The Results

Greater capacity and performance. With zero service loss

Our redesign of Kier's storage environment – moving the Group onto softwaredefined storage at both its sites – boosted capacity, availability and performance. Even better, project was completed with zero unplanned downtime and zero impact on users. As Duncan explains:

“It was a big piece of work. And it was superbly executed. We had the service up constantly, we lost no data, and the user never even noticed that we'd actually replaced the enterprise SAN. It was very much a collaboration, and I have to say, we really did pull it off a treat.”

Simpler management, today and tomorrow

Kier's forward-thinking leap to a softwaredefined storage environment continues to pay off – enabling easier management and new cost efficiencies. Here's Duncan:

“The decision to virtualise our storage – that was a damn good decision. Our Technical Account Manager and the rest of Tectrade team told us, ‘This is the future, and you need to make a step to take advantage of it, but trust us, it'll be worth it’. We put our faith in them. And they were right.”

£170,000 in cost savings

We're now working with Kier to upgrade its solution, making full use of the flexibility that comes with a softwaredefined architecture.

By minimising maintenance costs and expensive hardware investments, the upgrade is set to save the Group £170,000 over the next three years – while doubling performance.

Ongoing clarity and confidence

Our regular meetings with Duncan and his team keep us up-to-speed with the Kier's needs and objectives – while giving us a chance to report back on the environment and its performance. As Duncan explains, it's an invaluable two-way conversation:

“I can ask our Technical Account Manager –who's also our designer and architect, and an all-round very bright guy – to explain the graphs I'm looking at, so I can effectively relay that information on. At the same time, he's got the insight and expertise to say, ‘You do know that some of this stuff is growing a lot faster than normal? Here's how we can use existing functionality to help.’”



“Tectrade have been great in helping us get the best bang for our buck. They’ve designed and delivered a solution that’s the right fit for us, at the right price.”

Duncan Borland

IT Infrastructure Operations Manager
Kier Group



Tectrade attacks the toughest, most complex data challenges for the world's most data-intensive companies. We partner with our clients to help them better protect and manage their critical data assets – reducing cost and risk, and unlocking the full value of their data. And with teams in Europe and the US, we can deliver projects and managed services on a truly global scale.

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