Delta-Q Selects Long View as its IT Outsourcing Provider & Data Center Designer

CLIENT OVERVIEW
Delta-Q Technologies (Delta-Q) was founded by Ken Fielding and Rob Cameron in September 1999 with a vision to improve the performance of electric drive vehicles through the delivery of advanced power electronics. Delta-Q develops and markets innovative high efficiency, integrated power conversion, and power management products to vehicle manufacturers. These digitally controlled products significantly improve the performance of today’s electric vehicles. Delta-Q works with leading electric and hybrid vehicle manufacturers to develop advanced power products that allow these vehicles to simply operate better at a lower overall systems cost.

BUSINESS CHALLENGE
Delta-Q had neither the desire nor the required personnel to manage its IT infrastructure. They began looking for an IT services company that could manage their outsourcing needs in a cost-effective manner while helping mitigate the risks common to managing any IT environment. In terms of an infrastructure upgrade, Delta-Q required an advanced operations environment capable of running multiple applications that were compatible with Citrix and a remotely accessible central data repository and backup system. Of course, the entire infrastructure had to be flexible enough to accommodate future expansion.

APPLICATION & SOLUTION OVERVIEW
Long View Systems (Long View) submitted an initial proposal covering high-level project costs and a recommended approach. Upon acceptance of this proposal, Long View Project Management personnel met with Delta-Q executives in a series of initial planning sessions designed to identify key business and technical requirements in order to help more clearly define the best possible solution. The new Delta-Q data center was built using a number of technologies from Long View’s manufacturing partners:

- Server Upgrades & Virtualization
  - Three HP ProLiant DL380 Quad Core servers running VMware’s VI3 Enterprise platform
  - Microsoft Windows Server 2003, MS SQL, and Microsoft Exchange 2007
- Remote Access & Deployment
  - Citrix Presentation Server 4.5
- Centralized Storage & Data Backup/Migration
  - NetApp 2TB FAS270 cluster

Long View’s Network Services team worked with Cisco and Vizioncore in implementing some of the key hardware, software, and network components of Delta-Q’s infrastructure refresh, including considerable security measures (based on best practices). Once the bulk of the infrastructure was in place, Long View’s MITS team was tasked with the ongoing day-to-day monitoring and support of the entire environment.

BUSINESS RESULTS & BENEFITS
- The HP ProLiant DL380 is the world’s best selling server because it delivers on its proven history of design excellence with proven performance and enterprise-class uptime and manageability. The DL380
Delta-Q

Industry: Manufacturing (Automotive Components)
Solutions: Managed IT Services (MITS), Data Center, SIS, Virtualization

Long View Success Story

G5 earned two-processor world record performance results on the two-tier SAP® Sales and Distribution (SD) Standard Application Benchmark on Windows, surpassing competitors by up to 39.8% in performance results. Available for a wide range of deployments, the DL380’s industry-leading management solutions enable powerful administration and reliability for increased ease of use.

• VMware Infrastructure 3 is the next generation of industry-leading infrastructure virtualization software – enabling transformative cost savings and breakthrough levels of efficiency, flexibility, and serviceability to IT environments of all sizes. VI3 builds upon the award-winning VMware ESX Server with Virtual SMP and VirtualCenter with VMotion technology incorporating four new groundbreaking products—VMware VMFS, VMware Distributed Resource Scheduler (DRS), VMware High Availability (HA), and VMware Consolidated Backup. The suite is designed to deliver comprehensive virtualization, management, resource optimization, application availability and operational automation capabilities in an integrated offering.

• Citrix Presentation Server 4.5 is a complete solution for delivering applications to a broad range of users. Applications can be run on the server or streamed to the client for better and wider support of end users and applications. PS 4.5 creates a flexible application platform allowing IT administrators to deploy thin clients or streamed applications as required.

• The NetApp FAS270 is a clustered, fabric-attached enterprise filer using the proven NetApp storage architecture with multi-protocol support to deliver unified storage for organizations with cost-effective NAS, SAN, or combined environments. Its built-in RAID allows for increased protection from data loss due to disk failures. Using the highly optimized and scalable NetApp Data ONTAP operating system, the FAS270 seamlessly integrates into UNIX, Windows and web environments, delivering high availability, business continuity and data permanence.

CONCLUSION

Due to its careful investigation of Delta-Q’s business and technology requirements, and along with its manufacturing partners, Long View was able to meet Delta-Q’s need of an external, subscription-based IT provider. By choosing to outsource the management of its IT infrastructure, Delta-Q can focus its efforts on its own business while ensuring improved performance, business continuity, and lower ongoing investments in IT. The state-of-the-art infrastructure that Long View provided allowed for increased stability, fault tolerance, availability, and consistent remote access.

The updated data center is part of a robust and scalable technology environment which that can grow with the company, meeting its needs well into the future. Delta-Q’s users now have fast, secure, and seamless access to their applications and production data either from the main office or a remote location. MITS continues to provide ongoing, proactive operational management and support, enabling an ongoing partnership between Delta-Q Technologies and Long View Systems.

PARTNERS

For more information on Long View Systems IT solutions, feel free to contact us.

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