



Transitioning to a cloud 'Infrastructure as a Service' platform

THE CUSTOMER

Chesters Plumbing and Bathroom

THE TRIGGERS FOR CHANGE

- **Aged infrastructure. Servers requiring replacement.**

Chesters had previously maintained their own servers on-site in the main branch in Auckland. The servers, however, were over 7 years old, weren't performing well and were no longer able to keep up with the growing needs of the business.

Operating on aged infrastructure was a key concern, not only in terms of poor performance but in terms of vulnerability should a server fail completely.

- **Need for greater IT expertise, vision and direction**

Chesters knew the server refresh was going to be a significant transition and investment so they wanted to be sure they were going in the right direction with the right partner.

They wanted a partner that had breadth of expertise, leading edge capabilities and vision for innovative technologies. They wanted their partner to advise on developing solutions, strategy and road map consulting, not just for today's requirements but into the future.

THE SOLUTION

Both Colocation and Infrastructure as a Service (IaaS) solutions were proposed by Softsource, however, it was decided to take a stepped approach which better suited Chesters business environment, peace of mind and entry to cloud services. Replacing the outdated servers with new, but Colocating them in the Softsource Data Centre was chosen as an initial step into an off-premise solution. Colocation also enabled Chesters to benefit from improved security measures along with improved connectivity, bandwidth speeds and network connections of the data centre, while retaining ownership of the assets.



Chesters Plumbing and Bathroom is a privately-owned NZ company that provides bathroom fittings and appliances, as well as trade-based fittings and parts throughout New Zealand.

With over 40 years experience Chesters growth has been the result of excellent products backed by service and commitment to a large customer base of plumbers, gasfitters, builders, homemakers and renovators.

Together with Softsource, Chesters Plumbing and Bathroom transitioned their IT infrastructure from an on-premise solution to a cloud 'Infrastructure as a Service' platform enabling greater productivity and business expansion.

IaaS

On-demand scalability providing
flexibility and greater agility
in response to changing requirements.





The Solution cont.

Having servers colocated in the Softsource Data Centre enabled cost savings in reduced IT infrastructure by removing the investment in backup generators and HVAC units for example, and paying the ongoing expenses associated with this equipment.

As with most colocation solutions, Chesters had the choice of maintaining their own equipment (within the Softsource Data Centre), or to take up a Managed Service from Softsource and remove the responsibility. Opting for the latter, removed the daily management activities from their IT environment and freed up resources enabling their internal IT team to focus on core competencies and business goals.

Chesters gained greater peace of mind knowing their IT environments and infrastructure are proactively maintained by highly skilled technical specialists.

Wide Area Network (WAN)

With over a dozen branch offices within the Chesters network it was imperative that their WAN solution delivered highly reliable connectivity, performance and security. Pairing a Managed WAN service from Softsource with their Managed Servers was a logical move thus delivering the optimal solution for Chesters business and removing the need to deal with multiple vendors and solutions.

INFRASTRUCTURE AS A SERVICE (IaaS)

Colocation was an ideal initial solution for Chesters, giving them their first major experience into cloud technologies and establishing the confidence and capability to adopt modern hybrid-cloud solutions.

As Chesters business growth continued so did their infrastructure requirements and their storage reached full capacity. Faced with the decision on whether to add more storage to their Colocated solution Chesters opted to move some of their workloads into the Softsource IaaS platform as a hybrid solution. The plan going forward, is to move all workloads and decommission their own hardware once it becomes end of life.

This Hybrid IaaS model allowed Chesters greater flexibility. For example, upgrading their SQL environment by transitioning this application over to the Softsource IaaS platform thus achieving far greater performance and scalability. Additionally, this move alleviated the demands on the older (owned) infrastructure extending usage and capability for less demanding resource.

"We're a plumbing and bathroom retailer, this is the world we know, this is where our expertise lies – not in IT infrastructure, setting it up and maintaining it. It was best for the business to outsource our IT to the experts."

"We knew we wanted to reduce the cost of our IT infrastructure, upgrade performance and IaaS was clearly the best way to achieve this objective. What we were less sure of was the best strategy to make the transition. Working with Softsource enabled us to proceed at a pace that fitted our environment."

*Paul Bunbury
Chief Information Officer
Chesters Plumbing and Bathroom*

Flexibility and Scalability

- Chesters have been a successful performer in the retail and trade markets throughout New Zealand and as such, have maintained steady growth over the years. Having an IaaS platform has enabled Chesters to scale out their infrastructure as a new branch is brought onboard without disruption or delay. This on-demand scalability provides Chesters added flexibility and greater agility to respond to changing opportunities and IT demands within their multiple branch requirements.

Focus on business growth

- Time, money and energy spent making technology decisions and hiring staff to manage and maintain the technology infrastructure is time not spent on growing the business. By moving infrastructure to a service-based model, Chesters can focus their time and resources where they belong, on developing innovations in applications and solutions.



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