



"I needed to design and implement an entire IT infrastructure for Flagler. Having been in management for the past four years, I had very little hands on experience, but I was able to install and configure the EqualLogic SAN in less than 45 minutes. That's a credit to the product being easy to use as well as to EqualLogic's excellent technical support."

– Director of IT,
Fred Infurchia

COMPANY:

Florida-based provider of heavy construction equipment

INDUSTRY:

Construction

PLATFORM:

Microsoft Windows

APPLICATIONS:

Microsoft Exchange and Office, PROSIS, Citrix

CHALLENGES:

Bring IT onsite with a simple, affordable and fast storage solution

SOLUTION:

An EqualLogic PS100E array

LEARN MORE:

Visit www.flaglerce.com

FLAGLER CONSTRUCTION EQUIPMENT, LLC

Flagler Construction Equipment, LLC, has 200 employees and annual revenues of \$120 million. The Orlando, Florida company offers sales, service, parts, and leasing for a full line of heavy construction equipment for road construction and large development projects.

BRING IT IN-HOUSE

Flagler's infrastructure includes thin client with a frame relay network, while applications (including help desk, e-mail, internet and dealer management systems) were hosted off-site with a global data communications service provider. Approximately 100 users depend on several key applications, including Microsoft® Exchange and Office, PROSIS (a Volvo parts application), Citrix®, and printing. Once they decided to bring the IT infrastructure onsite, Flagler needed to build an environment from scratch that would support all of its needs. Key features would be simplicity, scalability, affordability, speed and ease of implementation

PS100E OFFERS SIMPLICITY WITH ADVANCED FEATURES

They evaluated a solution from Lefthand Networks® but decided that the EqualLogic PS100E was a better product for them. At the same time, they installed a Cisco® network, Citrix Presentation Server™ 3.0, and a Quantum® tape drive.

CONTROL WITH COST SAVINGS

Flagler now owns and controls its own IT resources and is pleased with the simplicity and manageability that enable them to save money by eliminating outsourcing. They are finding the performance excellent with more efficient use of frame relay through Citrix. With all systems in-house, they can take advantage of EqualLogic's functionality and back up to the SAN during the day before offloading to tape at night. In addition to planning replication to a disaster recovery site, they are contemplating using their data center to host IT for other companies like them.

SIMPLIFYING NETWORKED STORAGE

EqualLogic PS Series solutions deliver the benefits of storage consolidation in an intelligent, enterprise-class storage system that is easy to install, manage and grow. Let us show you what simplifying networked storage can mean for your business, visit our web site at www.equallogic.com.



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