

## Hyperconvergence brings business insight and staff efficiency

Carron in Italy accelerates financial reporting by 89% and provides staff with secure, flexible access to data using Dell Technologies HCI.



Customer profile

**CARRON**

Construction | Italy



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**Mauro Zanesco**

Chief Information Officer, Carron

### Business needs

To support an upgraded enterprise resource planning system, Carron needed to modernise its IT moving from an end-of-life virtualised three-tier infrastructure to a hyperconverged solution. The goal was to streamline access to data, improving employee efficiency whilst they worked remotely at customer sites.

### Business results

- Delivered end-of-month financial reports 89% faster for greater insight
- Provided secure anywhere, anytime access to data for higher efficiency
- Reduced IT management time by 50%
- Lowered total cost of ownership by 20%
- Recovered systems in minutes not days after outages
- Preserved cash moving from CapEx to OpEx leasing

### Solutions at a glance

- [Dell EMC VxRail hyperconverged infrastructure](#)
- [Dell EMC PowerEdge R740 Rack Servers](#)
- [Dell EMC Networking switches](#)
- [Dell EMC ProDeploy Plus](#)
- [Dell EMC ProSupport](#)



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Chief Information Officer, Carron

Carron’s virtualised three-tier infrastructure and desktop solution needed modernising. The ageing infrastructure was complex to manage and it took days to recover data after an outage. The infrastructure also lacked the performance required for a new enterprise resource planning (ERP) system scheduled for deployment. Finally, the local storage desktop solution didn’t give the company’s 245 staff the flexible data access they needed.

## Modernising IT without the CapEx costs

Working with Dell Technologies Partner Infoteam, Carron resolved its challenges by implementing a Dell Technologies solution. It deployed Dell EMC VxRail hyperconverged infrastructure (HCI) technology for its new ERP, running VMware vSphere and vSAN with Intel CPUs for high performance. The company also implemented Dell Networking switches and Dell PowerEdge servers with NVIDIA GRID graphics processing units for a virtual desktop infrastructure (VDI).

Additional PowerEdge servers provided backups and disaster recovery. By working with Dell Financial Services (DFS), Carron avoided the CapEx costs of the solution as DFS would defer the first leasing payment for six months.

## Services expertise accelerates transformation

To speed up deployment, Carron utilised Dell EMC ProDeploy Plus for post-implementation assistance. This is the most comprehensive deployment offering available on the market, including expert installation, standard on-site configuration and multi-vendor integration services.

It also engaged Dell EMC ProSupport, whose highly trained experts are available 24/7 to minimise disruptions and maintain productivity. “The Dell Technologies Services teams and Infoteam made sure the migration was seamless”, recalls Mauro Zanesco, chief information officer at Carron.

## Financial report generation 89% faster

The new ERP running on VxRail HCI means Carron has far better access to business data, cutting report time generation by 89%. “End-of-month financial reporting is completed in just 2 days instead of weeks with our Dell Technologies HCI,” says Zanesco, “helping us make more effective decisions.” Furthermore, staff have secure anytime, anywhere access to the data through the VDI, which in turn increases their efficiency.



“We have a great relationship with Infoteam and Dell Technologies. It’s based on trust where we know Infoteam has the technical expertise to help.”

**Mauro Zanesco**

Chief Information Officer, Carron

## Administration time cut by 50%

VxRail infrastructure is simpler to manage — reducing administration time by 50% so IT staff can focus on more strategic tasks. The backup and DR capability also means system recovery now takes a few minutes when it previously took 7 days. The business estimates the timesaving is worth at least €280,000 (\$300,000) to its operations.

## TCO gets reduced by 20%

Carron has reduced the total cost of ownership (TCO) by 20% for its core IT with the HCI solution. Additionally, the company has future-proofed its IT for at least 3 years whilst protecting cash flows through DFS-enabled OpEx leasing. Concludes Zanesco, “This project with Infoteam has delivered radical change, aligning IT with our business goals for greater efficiency and continued success in the years ahead.”

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