

## Technology modernization delivers business value and cost savings

UK engineering leader NG Bailey counts on the high performance, flexibility and simplicity of Dell EMC VxRail to help boost its business value and ensure significant cost savings.



### Business needs

NG Bailey was investing considerable time and effort into monitoring and managing a complex, multi-vendor ICT infrastructure, while dealing with an increasing number of incidents. The firm wanted to consolidate and modernize using a hyperconverged platform that was simpler, highly available and flexible to help the business grow rapidly.

### Business results

- £400,000 in reduced data center costs over 5 years.
- Complex financial transactions completed in seconds, rather than up to 2 minutes.
- Improved flexibility in meeting operating needs and growth demands.
- Failover between data centers in hours rather than days or weeks.

#### Customer profile



**NG Bailey**

Engineering | United Kingdom



CONSTOR SOLUTIONS

IT | United Kingdom



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**Neil Florence**

Head of Systems and Infrastructure,  
ICT Group NG Bailey

### Solutions at a glance

- [Dell EMC VxRail Hyperconverged Infrastructure](#)
- [Dell EMC PowerScale](#)
- [Dell EMC PowerProtect DP series appliances](#)
- [Dell EMC RecoverPoint for Virtual Machines](#)
- [VMware vSphere](#)



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**Neil Florence**

Head of Systems and Infrastructure, ICT Group NG Bailey

Founded a century ago in 1921, NG Bailey has grown from a small electrical contractor into an industry-leading engineering firm that has been instrumental in building some of the most innovative and groundbreaking projects across the UK.

A critical aspect of any job is using the latest tools and technologies. Recently, NG Bailey recognized that its own technology infrastructure needed a major facelift. Its mix of servers, storage and networking from various vendors was complex. In addition, the Information and Communications Technology (ICT) team was devoting an average of one employee’s entire day each week to resolve an increasing number of incidents.

“We were having to babysit the old environment a lot,” says Neil Florence, head of systems and infrastructure for NG Bailey’s ICT Group. “Dell EMC VxRail has reduced the time one staffer spends dealing with incidents and keeping the lights on from over 20% to less than 5%.”

## Creating a cloud-like model

VxRail provides NG Bailey with a modern platform it can cost-effectively grow with over time. The firm has worked closely with Dell Financial Services to take advantage of APEX Flex on Demand, a cloud-like model that enables it to efficiently consume resources and manage costs — setting the firm up to move more operations to a hybrid cloud environment in the future.

NG Bailey relies on a six-node VxRail cluster in each of their two data centers to handle a range of workloads — including enormous Oracle databases. These databases have been much more stable than they were running on its previous infrastructure — with far fewer incidents since migrating to the Dell Technologies HCI platform. VxRail also allows the ICT team to move databases within its virtual environment as needed, which wasn’t possible before.

“We have a whole different mindset,” Florence explains. “We no longer have to dedicate someone to continually check for new versions, drivers and more. The VxRail hyperconverged infrastructure integrates and simplifies everything, so we can focus on what the platform can do for the business.”



**75%**  
less time  
devoted to  
management.



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**Stephen Firth**  
Infrastructure Manager,  
ICT Group NG Bailey

The ICT department has frequent discussions with NG Bailey people about what the business needs — such as using augmented reality in engineering applications. “We have a platform now that will support so much more, and the confidence that we can expand to embrace newer technologies going forward,” adds Florence.

## Higher performance and lower costs

With VxRail, NG Bailey has seen significantly increased performance in its applications. For example, in selected financial scenarios, complex transactions that would have taken as long as two minutes to complete, can now be processed in seconds. In addition, the firm has been able to achieve substantial cost savings.

“We’ve reduced both our data center footprint and related requirements — saving £400,000 in data center costs alone over five years thanks to VxRail,” states Stephen Firth, infrastructure manager for NG Bailey’s ICT Group.

## The power of integration

VxRail integrates compute, storage, networking and VMware vSphere virtualization into a single highly available platform. NG Bailey has also improved its disaster recovery using Dell EMC PowerProtect DP series appliances and Dell EMC RecoverPoint for Virtual Machines. Backups of VMs that were taking 7–14 hours can now be done almost synchronously and failover times have been reduced from days or weeks to mere hours or less.

VxRail also leverages Dell EMC PowerScale for its unstructured data. PowerScale is efficient, resilient, secure and highly scalable. It brings a whole new level of intelligence to NG Bailey’s data to unlock insights the firm hasn’t had in the past.

“The team from Dell Technologies and our partner, Constor Solutions, have been heavily invested to ensure that our strategy is on track and risks are managed,” Florence relates. “Deployment and installation were very smooth — we were up and running double-quick. Dell Technologies and Constor are trusted advisors we look forward to continuing to work with over time.”



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