



Scaling fast to meet explosive customer growth

With 10 years of double-digit quarterly growth in its cloud-based solutions, Plex Systems simplified its IT operations by deploying highly scalable Dell EMC converged solutions



Manufacturing

United States

Business needs

SaaS-provider Plex Systems processes 10 billion transactions a day for hundreds of manufacturing customers with thousands of facilities across 22 nations. It needed to add cost-efficient, flexible and reliable data center infrastructure capacity to ensure 24x7 availability for its application services while also scaling for continued double-digit quarterly growth in years to come.

Solutions at a glance

- [Dell EMC VxBlock 1000 converged infrastructure system with:](#)
 - [Dell EMC PowerMax storage](#)
 - [Dell EMC XtremIO X2 storage](#)
 - [Dell EMC Data Domain data protection](#)
- [Dell EMC Vscale Architecture](#)

Business results

- Ensures continued customer satisfaction, with a 97% renewal rate
- Simplifies IT operations by consolidating workloads to one system
- Lowers costs with single-vendor support for all technologies
- Enables IT to focus on application development and customer solutions

50%

Faster application response times



5:1

Data compression, lowering storage costs



Plex Systems provides multi-tenant, cloud-based ERP (enterprise resource planning) and MES (manufacturing execution systems) software as a service (SaaS) to thousands of manufacturers worldwide. The company's SaaS solutions enable them to control and optimize their operations from order entry through production to product delivery.

The company's cloud business has seen double-digit growth every quarter for 10 years. To keep up this rapid pace and maintain its customers' high level of satisfaction, Plex needed to upgrade data center infrastructure and invest in additional capacity. It also needed a solution that it could implement quickly and easily maintain in order to improve data center operations efficiency, keep IT staff focused on solution development and contain customer costs.

In 2017, Plex deployed identical Dell EMC Vscale infrastructure in Grand Rapids, Michigan, and Irving, Texas. Consistent environments across sites enabled them to operate as a pair. With storage, compute and network matched to workloads, Plex easily switches production to one site while the other site undergoes routine maintenance.

In 2018, the company added capacity at a disaster recovery site in Denver, Colorado. Looking to the future, Plex wanted to lay the foundation for another "paired set" and sought a solution that could provide disaster recovery now and production capacity later.

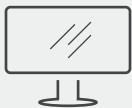
Plex chose the Dell EMC VxBlock 1000 converged infrastructure that offered the same flexibility and scalability as the Vscale environment. This enabled Plex to mix different types of storage arrays and servers to meet specific workload needs. These included Dell EMC PowerMax and XtremIO X2 storage solutions as well as Data Domain backup storage.

Joe Hollewa, senior manager of Cloud Operations at Plex, says, "We chose VxBlock 1000 because it comes from Dell EMC base-configured, racked and ready for us to customize—and Dell EMC supports everything in the system: compute, storage, data protection and networking."

The result is 24x7 availability, high performance and streamlined operations in an environment built for future growth. Darrel Scheuneman, manager of Cloud Operations at Plex, says, "Our customer base is rapidly growing, and I don't see that slowing. We can take advantage of VxBlock 1000 features and new technologies to get more from our technology investments and serve customers better by working with Dell Technologies as our partner."

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Darrel Scheuneman
Manager of Cloud Operations, Plex



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