

With help from Vital Support Systems, the Charles D. Jones Company creates an effective High Availability and Disaster Recovery system by virtualizing servers, reducing employee downtime and significantly saving on power and cooling costs.



“Vital has been very responsive and very involved at every step of our virtualization project, from planning to implementation to immediately answering questions and solving issues afterward. The HP products they suggested are flexible and innovative, and create possibilities for further growth.” Erica Easley Manager of Information Systems—Charles D. Jones Company.

Company Overview

For over 70 years the Charles D. Jones Company has been an industry leader in heating and air conditioning wholesale distribution, customer service and technical support. The Charles D. Jones Company has 17 branch locations in the Colorado, Kansas and Missouri markets and handles equipment for everything from commercial and mechanical contractors, to institutions, to military bases and residences. The Charles D. Jones Company is a premier, full-line distributor of HVAC/R controls, control systems, equipment and supplies, representing over 300 manufacturers with over 10,000 line items.

Challenges

As the company has rapidly grown, higher and higher volumes of data are transferred between the headquarters and the remote offices, and they needed to upgrade their IT system to handle this large amount of data traffic. The Charles D. Jones Company previously used an antiquated IT system and, when the server went down, customers and employees at all locations were unable to access their data, leading to a loss of business and productivity. The Charles D. Jones Company needed to create a Disaster Recovery system that included many redundancies, ensuring 24 X 7 availability.

The Charles D Jones Company also wanted to create more ways for their customers to connect with them as technology and business started to change. They needed to upgrade their IT system so that customers could perform purchases online, access instruction manuals, and check inventory at varying offices. Utilizing this new online system, employees could also check inventory online as well from remote locations, saving time and increasing efficiency.

Solution Snapshot

Hardware

HP ProLiant Blade Servers with C3000 enclosure
HP StorageWorks P4000 SAN and VSA Solutions
HPD2D Virtual Tape Library with HP Data Protector
HP MSL Tape Library

Software

VMware v-sphere 4.0

Services

Vital Support Systems Design, Implementation and Support Services
HP 4-hour Replacement Services

Objectives

- Consolidate and virtualize servers to reduce costs associated with power, cooling and floor space
- Build Disaster Recovery system so that systems run seamlessly in the event of an IT issue ensuring 24 X 7 availability to increase productivity and transactions.
- Ensure there is enough storage capacity for increasing amounts of data and for new applications.
- Obtain the optimum solutions at the best price

Approach

- Jointly work with Vital to reduce the number of physical servers needed using HP ProLiant Blade Servers, HP Blade Enclosures, VMware, and HP StorageWorks.
- Add replicated data from Kansas City to Denver using StorageWorks P4000 and D2D technology
- “HP Vital made the virtualization process very easy. They were thorough, informative, helpful, and assisted us in choosing the best approach using innovative HP technology for our company and end goals.” Royce Henderson—President—Charles D. Jones Company.
- Purchase HP Server, VMware, and StorageWorks products through Vital to consolidate and virtualize their datacenter and disaster recovery site, ensuring constant availability and connection for all end users regardless of any server issues.
- Utilize HP EVA Storage technology to store the increasing quantities of data and accommodate for future growth.

Impact

Business Improvements:

- 24X7 availability improves employee productivity and allows customers to access the Charles D. Jones website at any time.
- Provide storage capacity for new programs, such as future plans to digitize records.

IT Improvements:

- Reduced the necessary physical servers from 28 to 6 using VMware technology and HP Blade Servers saving \$X.
- Reduced power and cooling costs by over 30%
- Increased IT productivity as the team did not have to with simplified server management

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