



JADe is an IT Services Provider delivering complete IT solutions to the commercial, charity and public sectors for over 15 years. JADe's customer base is very diverse and they provide a "one stop shop" covering all aspects of IT Service Delivery – from desktop support and infrastructure hosting to SQL and database design, and software development based on ASP.NET and other technologies.

Recently JADe approached Synergy with a view to expanding their Private Cloud hosting platform, adding in a secondary data centre node to their network. Synergy were tasked with supporting JADe with all the hardware procurement and design required to have the facility up and running, ready to take on board the first set of customers, and won a competitive process based on hardware costs and implementation support, against two other vendors.

### Testimonial

"Synergy have given us the support we needed in developing and delivering our new Cloud hosting environment. The technical expertise they were able to bring into the planning and design phase provided us with the assurances that our designs were to the best possible standards, and their management of the delivery – at no extra charge – meant we could focus on the installation and provision without worrying about logistics and transportation."

JADe Group, Managing Director

### Technology

- HP Blade Generation 9 Servers
- Virtual Connect Flex Fabric
- HP Enterprise Storage Array
- Cisco Stacked Core Switching
- Dual Cisco ASA Firewalls

## Solution

Through our comprehensive supply chain, Synergy were able to bring on board senior technical solution architects from HP and Cisco, to assist JADe in designing the optimal hosting platform based on maximum performance, failover capability, future growth and within a given budget.

Synergy facilitated a series of high end technical meetings between JADe's senior solution architects and their peers at HP and Cisco, to collaboratively review the specifications, agree the final design and ensure best practice was followed from top to bottom.

Finally, Synergy were able to leverage its weight as a major purchaser with these suppliers to secure pricing support for the project, ensuring the best possible value for money on the hardware.

Due to the extremely high security of the new Data Centre, Synergy coordinated a complex logistical delivery schedule to make sure all the equipment arrived safely and on time according to JADe's implementation program. The facility is now fully operational and JADe has migrated their first customers to the environment successfully.

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## Implementation

- 40GB Fibre LAN Backbone
- Cisco Stacked Core Switching
- HP Blade and Storage including full HP Support and 4x7x365 SLA
- Cisco Firewall and Switching including full Cisco 4x7x365 SLA
- Design Support from senior technical resources within HP and Cisco
- Fully managed delivery schedule

## Benefits

- Pricing guarantee ensured the best possible deal for JADe
- Access to senior technical support and advice, at no cost to JADe
- A single point of contact at Synergy to manage the entire project end to end
- A new, scalable and cutting edge Cloud platform for JADe customers