



# Case Study: Network Design



## The Client

Trading since 1986, our client is one of the largest automotive retailers in Kent. Specialising in high quality vehicles, it has nearly 1,700 cars for sale on its website, which can also be viewed at its 5 premises. The company employs over 400 people to run the business and it invests heavily in state-of-the-art technology. Its ever-expanding business means that it requires its IT to be scalable and future proof, to cope with growing sales and customer enquiries. It was listed within London Stock Exchange's 1000 Companies to Inspire Britain report.

## The Challenge

Our client appointed Tribeca in 2010 to provide managed IT support to its one site at the time. Over the next 6 years their business expanded to include 5 sites. During this period, our client's IT landscape changed significantly, from a single server onsite to multiple servers hosting Business Critical applications installed at several different locations with offsite replication for Disaster Recovery (DR). Their different sites each hosted comms rooms containing physical servers, firewalls, switches, and Disaster Recovery. The business Recovery Point Objective (RPO) in the event of a disaster, was limited to the speed of each site's internet connection. A large new site meant a considerable increase in users, taking the total employee headcount from 200 to over 400, which would have put the existing infrastructure under considerable strain and at risk of downtime. A more robust topology and Business Continuity Plan was required.

## The Solution

Tribeca recommended moving the hosting of key business critical systems, to an ISO 27001 certified Data Centre. The Data Centre provides a much more robust environment, protecting against internet outages and power outages. A hardware refresh was recommended for the business-critical infrastructure. A SAN (Storage Area Network) was installed alongside new physical servers in a VMWare environment. This allowed High Availability (HA) to be configured within the Data Centre, reducing local recovery times to a matter of minutes. A fully protected Communications Room was commissioned at the new site where second set of hardware was installed. Critical systems are frequently replicated to the second site, bringing the off-site RPO down to 20 minutes. The new network topology required diverse connectivity that would automatically fail over at each site. As such, a combination of fibre internet connections and dedicated Point-to-Point fibre circuits were installed. Firewall HA clusters and dynamic routing failover provides resilience against failures at the network perimeter.

## Overall Benefits to Client

- Reduced risk of environment failures
- Reduced business impact in the event of hardware or service failures
- New sites can be easily and quickly integrated



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