



# Cutting One Customer's Cost

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» When Colbert Packaging decided to look into virtualization, it wasn't because they had extra time or money to spend on side projects. In fact, for this maker of specialty packaging products, it was just the opposite. With 200 users spread out over four locations and only two IT professionals to provide service, IT Manager Pascal Majon needed a solution that would transform limited resources into substantial results.

## Helpful Hype

As a supplier to the pharmaceutical industry, one of Colbert Packaging's primary concerns is achieving full compliance. To meet strict customer and government regulations, Majon relies on a variety of applications, each demanding its own dedicated server. "Until we started this project, we hadn't virtualized anything," said Majon. "It really wasn't possible for us to continue to add servers, so we knew that virtualization was the answer." Faced with growing server sprawl and a shrinking budget, the excitement surrounding virtualization was too good to ignore. "The cost savings and returns from virtualization were very clear," noted Majon. "It enabled us to do more with less, which everyone is trying to do nowadays."

## Waste Not, Want Not

Teaming up with PC Connection, Majon searched for a right-sized virtualization solution—one powerful enough to support his demanding set of applications, yet manageable enough for a mid-sized company to deploy and maintain. "PC Connection was very thorough," said Majon. "They helped us save thousands by finding a vendor that develops solutions for mid-sized businesses." PC Connection's team of IT specialists worked with Colbert Packaging to assess both the company's current and future needs. "PC Connection compared each vendor's pricing and product offerings against the features we would need and really helped us to make an informed decision about what solution we were going to use," said Majon.

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## Resources to Rely On

Colbert Packaging had every resource at their disposal during the implementation of their project. "PC Connection got involved not only with the planning, but they helped us along the way, working with the vendors to make sure any issues were resolved. Talking with someone who works with virtualization all day was really helpful in making us feel comfortable with the solution we chose," said Majon. High on his wish list was a project rollout that was completed on time and on budget. Having fast, convenient access to the information and advice he needed ensured the virtualization program succeeded on both counts.

## Delivering the Right Results

After virtualizing most of Colbert Packaging's servers, Majon was pleased with the increased performance and simplified management. "All of the users are amazed that our infrastructure runs so much faster," he noted. "For us, it's a lot easier to manage as well. We feel comfortable that we have enough headroom for growth over the next few years—which is important since we're a growing company." As an added bonus, Majon calculated that using virtual servers instead of physical ones resulted in significant energy savings, improving the bottom line and boosting the company's return on its investment.

## The Perfect Partnership

At a time when budgets are being trimmed and resources strained, virtualization is rapidly gaining popularity as a means of reducing cost while boosting efficiency. With the right guidance, implementing a successful solution is straightforward and cost-effective. Finding the right partner to help you accomplish your IT goals is the first step. "PC Connection really covered all the bases—from the initial fact finding to post-sales support," praised Majon. "End to end, they supported us and made sure all of our issues were addressed."

With costs continuing to rise, now is the time to optimize your resources by implementing server consolidation and virtualization initiatives. We can examine your existing IT environment and offer insights into your current inventory, system performance, and more—so you can take measures to save money and lower your total cost of ownership.

 **Call your Account Manager to schedule a Server Assessment today.**

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*—Pascal Majon, IT Manager  
Colbert Packaging*



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