



CASE Study

A VIRTUAL UPGRADE AND EXPANSION

Stanley Electric and PC Connection Wouldn't Let the Lights Go Out

Stanley Electric, based in London, Ohio, is a leader in the production of exterior vehicle lighting. First known for its automotive and motorcycle lighting, the organization has also grown into a full-service supplier to the industry, seeing lighting design through from concept to design and prototype to mass production launch—and beyond. When Stanley Electric needed to upgrade their data center virtualization environment, they turned to the experts at the PC Connection family of companies.



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TIME TO GET UP TO DATE

Michael Lawson, IT Systems Engineer at Stanley Electric, had realized that their current infrastructure and virtualization environment were out of date. They were using out-of-date VMware vSphere® 3.5, and they were unable to increase their virtual servers because of the limits in their infrastructure. There was also no way for his IT team to monitor system performance. It was time to upgrade, and Lawson called PC Connection. "We've worked with them on several projects in the past, and everyone from their sales team to their systems engineers has been great. So that's why I chose to work with them again on this particular project."

With PC Connection's help, Lawson chose to upgrade his data center with Dell PowerEdge R910 and MV3000i servers. He had had a great experience working with Dell products previously, so it was an easy decision. For software, it was a similar situation. Familiar already with VMware, he happily upgraded from VMware vSphere 3.5 to VMware vSphere 5.1 with vCenter. "vCenter Ops as well as vSphere has definitely brought a lot to our current infrastructure," Lawson said. "Before, with the older technology, we really didn't have the ability to monitor, for example, when one of our virtual servers needed more memory. Now with vCenter we're able to manage our entire virtual environment from one location, which is perfect."

TEAMWORK GETS THE JOB DONE

With an IT staff of four people, Lawson was happy to have the PC Connection team on his side. "[Planning our upgrade] took maybe three or four days, and it was a really smooth transition. It may have taken me a couple of weeks to try to figure everything out by myself." Working with a PC Connection systems engineer, Lawson and his team were able to assess and identify the problem areas of their current infrastructure and figure out how they wanted to expand. They passed on information to the PC Connection engineer, including diagrams of their current infrastructure. With all of the information, Lawson and PC Connection installed the upgrades in a more than timely manner.





KNOWLEDGE GAINED

When asked about the project as a whole, Lawson offered, "It was an excellent learning experience, and I was able to take a lot from it. There are times when I even go back to the notes that the systems engineer documented just to make sure I'm going down the right path." Armed with this new knowledge, Lawson feels confident in tackling other projects down the road.

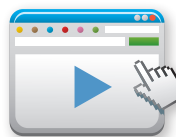
EXPERIENCE EARNED

The data center upgrade has lived up to all of Lawson's expectations. The new system is functioning well, and the new version of VMware vSphere has given them the capability to expand their virtual environment as they need to.

As far as working with the PC Connection team, Lawson praised their professionalism. "It's been an excellent experience for me as well as for the other members of my IT staff. Anytime we have a big project, PC Connection is the first company we look to work with because of the knowledge they've passed on to us from previous projects."

"ANYTIME WE HAVE A BIG PROJECT, PC CONNECTION IS THE FIRST COMPANY WE LOOK TO WORK WITH."

**MICHAEL LAWSON, IT SYSTEMS ENGINEER,
STANLEY ELECTRIC**



GET THE INSIDE SCOOP ON HOW STANLEY ELECTRIC BROUGHT NEW LIFE TO THEIR DATA CENTER.

Hear the complete interview online at:

www.govconnection.com/St StanleyElectric