



VALUED IT PARTNERSHIP ASSISTS INSURANCE ADMINISTRATOR IN MEETING FEDERAL PROGRAM REQUIREMENTS

Presidio helps a versatile benefits administrative services company achieve required Minority Business Enterprise spending levels by collaborating with PTC and Renaissance Capital Alliance on data center refresh.

Business Challenge

As the storage infrastructure of two data centers operated by a New England based administrative services company reached end-of-life status, the internal IT team faced a difficult choice. The previous EMC storage solution—designed and deployed by Presidio—functioned extremely well, and the team felt comfortable with its knowledge level for supporting the technology. They hoped to simply turn to Presidio once again to implement the latest EMC technology.

However, as a company that serves as the administrator of federal healthcare insurance and flexible spending account programs, the company is required to allocate a designated percentage of its annual expenditures towards firms that qualify as a Minority Business Enterprise (MBE). Corporate management determined that this particular project had to involve an MBE firm.

The only problem was that Presidio does not qualify as an MBE. As a result the company's IT team reluctantly began to consider a storage solution offered by another solution provider.

Solution

Given the strength of its long-term partnership with the administrative services company, and knowing how much the internal IT team wanted to keep utilizing EMC technology, Presidio searched diligently for an alternative approach. As the company began to consider ways to finance the new storage solution, the Presidio team engaged Presidio Technology Capital (PTC) who reached out to their partner, Renaissance Capital Alliance (RCA), a certified MBE finance institution.

RCA traditionally focused on financing capital expenditures for the automotive industry and built a solid national reputation within the financing/leasing industry. The firm is now expanding its target market to include information technology and selected PTC as its exclusive financing partner for the IT sector. RCA is also now the primary partner for Presidio when MBE involvement is required on an IT project in the commercial sector.

By working closely together, Presidio provided the technology expertise to design the data center storage solution for our client, while PTC and RCA played a key role in financing the hardware and software which provided the company with Tier-1 MBE-spending credits, a scoring metric used by the federal government. With this combination, choosing Presidio and RCA turned into an easy choice for the administrative services company.

Results

In addition to refreshing the data center storage infrastructure, the new EMC technology has increased the storage capacity the company's IT team can now deliver to end users. End users also benefit from speedier file access and saving capabilities, and the enhanced encryption of the EMC VNX storage arrays allow this New England based client to further increase the level of security it maintains over sensitive data at rest.

But just as importantly, by bringing RCA into the project as an MBE partner, Presidio has allowed a valuable IT partnership to continue flourishing. The IT team does not have to learn how to support a different storage technology, and they can keep turning to Presidio as their trusted IT partner for technology advice on storage systems.

Through a valuable partnership, the company can rely on Presidio to be their trusted IT advisor.

Technical Implementation

The new solution designed and deployed by Presidio includes an EMC VNX 5600 storage array in the primary company data center on the east coast as well as a VNX 5400 storage array at an off-site back-up data center in central United States. Presidio built both systems side-by-side on the east coast and copied files from the primary system to the back-up system before shipping it to central United States. The two systems now replicate data through a Cisco MDS switch using EMC RecoverPoint software.

EXECUTIVE SUMMARY

OUR CLIENT

- Insurance program administrations
- An East Coast City
- Administers the Federal Long Term Care Insurance and BENEFEDS programs

BUSINESS CHALLENGES

- Refresh an aging storage infrastructure
- Partner with an MBE firm to meet federal program requirements

SOLUTION

- EMC VNX storage array
- Designed and deployed by Presidio
- PTC financing solution with Renaissance Capital Alliance (MBE certified)

BUSINESS RESULTS

- Improved storage capacity, system-access speed and encryption
- Certified MBE spending to maintain federal contract requirements
- Enhanced IT partnership with Presidio

PRODUCT LIST

- EMC VNX 5600- East Coast data center
- EMC VNX 5400- Central US data center
- EMC RecoverPoint- Both data centers
- Cisco MDS switch- East Coast data center

About Presidio:

We think about, architect, implement, and support the practical reality of advanced technologies every day. We are not just trusted partners, we enable new thinking. For more information please contact us at: www.presidio.com

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