

Case Study

Barrie Knitwear

»PRIMEFLEX Cluster-in-a-box is a resilient, reliable and flexible platform that will support our business and growth... It allows us to quickly provision new services while minimising downtime. It is a cost-effective, simple solution that meets our needs exactly.«

Mark Kirkwood, IT Manager, Barrie Knitwear



The customer

Established in 1903 and located in Hawick, UK, Barrie Knitwear produces and sells luxury clothing and employs approximately 190 people.

The challenge

Over the years, Barrie Knitwear had built up a diverse collection of six standalone physical servers, each supporting a variety of operational areas, including HR, finance and office tools. The problem this presented was that if one server went down, it had a significant impact on the business.

“When our old servers failed, we would have to rebuild them and reinstall the operating system, applications and data,” explains Mark Kirkwood, IT Manager, Barrie Knitwear. “This could take two or three days to complete, during which time certain services would not be available to the business. If email goes down for any length of time, it feels like the end of the world.”

The company wanted to move to a virtualised server and storage environment that would provide 100 per cent uptime but it also wanted a solution that would be simple to install and manage.

“We wanted something we could plug in straight out-of-the box that would give us sufficient capacity for the next five to ten years,” adds Kirkwood. “However, we had no experience with virtualisation and found the competing solutions confusing. There were multiple modules and options available but few vendors seemed keen to explain them to a layperson.”

The solution

PRIMEFLEX Cluster-in-a-box is a complete Microsoft server environment and a perfect fit for organisations with experience in the administration of Microsoft Windows Server. It is a ready-to-use solution, meaning Barrie Knitwear could simply plug it in, spend a few minutes with the configuration wizard and be ready to go. Designed for SME and mid-market organisations, PRIMEFLEX Cluster-in-a-box offers continuous availability at reasonable costs to protect important data and business-critical services.

The customer

Country: United Kingdom
Sector: Manufacturing
Founded in: 1903
Employees: 190
Website: www.barrie.co.uk

The challenge

Barrie Knitwear wanted to replace its six aging legacy servers with a virtualised environment that would minimise downtime and simplify management.

The solution

It decided to deploy FUJITSU Integrated System PRIMEFLEX Cluster-in-a-box – a high availability, all-in-one appliance based on servers, storage and Microsoft Windows Server 2012.