

# Case study

## Professional Services

### Neptune Consultancy Services demonstrates Microsoft UCS leadership

Expanding their solution portfolio drives great results for customers



#### Challenge

- Recent expansion of services portfolio to include Microsoft Unified Communications Solutions led to a requirement for an on-premise, enterprise-grade solution
- Existing infrastructure management services to be transformed



#### Solution

- Captured customer requirements through workshops
- Created roadmap of technology options and proposed a specific scenario to transform to their target Microsoft solution
- Designed and built new Microsoft Hyper-V physical server environment
- Designed concept Microsoft IaaS private cloud platform for internal production
- Migrated infrastructure management and file services to new environment



#### Result

- **53% saving** on file storage
- Physical footprint of Neptune's **data centre was optimised**
- Greater **efficiencies and agility in internal planning** and collaboration
- **Improved showcase for Neptune sales team** to generate new business
- **Successful transition to new consolidated platform** from end of life platform



#### Customer

Neptune (acquired by Empowered SMS in 2014) is one of the UK's leading Unified Communications specialists, offering cutting edge services within digital workplace solutions and managed services.

**Xtravirt** is a leading, independent provider of enterprise virtualisation solutions. We deliver data centre, workspace and cloud transformational solutions to clients across public and private sectors, both in the UK and internationally.

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