Qquru Bonhams 1793

Bonhams choose Quru to deliver cost effective, reliable and global disaster recovery strategy using Red Hat Enterprise Virtualisation with Acronis backup

"We needed to ensure our US operations are fully supported operationally from an email and also a disaster recovery perspective. We were also under considerable cost pressure and that combination of factors was the challenge Quru faced. They came up with an innovative, practical solution that for the first time gives us an accurate picture of our servers globally, supports our DR strategy and was delivered at 50% of the equivalent project undertaken in the UK."
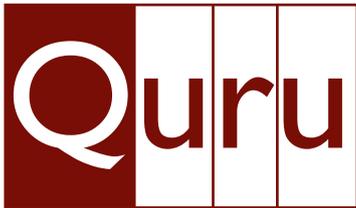Malcolm Barber, CEO, Bonhams

Highlights

- Privately owned British auction house
- One of the world's oldest and largest auctioneers of fine arts and antiques
- Head office in London with 11 offices worldwide including Paris, New York, San Francisco, Los Angeles, Hong Kong, Sydney

- Deployment of new global email platform on Linux
- Re-fresh of aged server kit for USA operation
- Support global DR strategy

- Move away from VMware to RHEV on IBM servers
- Project sequence enabled RHEV deployment in data centre followed by implementation of new email platform on Linux
- Innovative DR solution using Acronis Back-up and Recovery for RHEV

- Huge cost savings of 50% on equivalent project in UK
- Major step towards global standardization on RHEV
- Increased control of all assets with secure remote management

Issues and challenges

Bonhams is a privately owned British auction house and one of the oldest and largest auctioneers of fine arts and antiques. The Bonhams name is recognised worldwide throughout all sectors of the fine art, antiques and the collectors market, with several departments regarded as world leaders within their specialist category.

A number of factors came together that required a new approach. The US operations were struggling with end-of-life and unsupported legacy systems. Windows NT 4 and Exchange 5.5 were being replaced with a new global email platform on Linux and, in addition, Bonhams recognised the need to have increased capability to support their DR strategy and remote manage IT assets worldwide.

The first step Bonhams took was to consolidate its global outsourcing contract with Quru. The company was then asked to find an innovative virtualisation solution that was cheaper to deploy than VMware, enabled global control and management of IT assets and would ensure full support of Bonham's business continuity / disaster recovery strategy.

Objective

To deliver a reliable integrated system for the US operations together with a new global email platform and to fully support Bonhams disaster recovery strategy.

Quru solution

- Red Hat - Enterprise Linux and Virtualization in New York and San Francisco
- Acronis - Back-Up & Recovery for RHEV
- IBM - x 3650 (x8), 3550 (x2), DS 3524 storage
- Consultancy
- Project Management (UK and USA)

Results and benefits

- 50% cost savings on equivalent project in UK via lower licensing costs
- Stable platform for consistent end user experience
- Increased control and easier management of all IT assets
- Step towards global standardisation away from VMware and on to RHEV
- Supports global business continuity and disaster recovery strategy

Quru enables organisations to utilise the most appropriate blend of open source and proprietary technologies to maximise the effectiveness of their IT infrastructure and be better prepared to meet today's business challenges. Quru is a market leader in the technical design, development, deployment and support of open source based solutions that help organisations to reduce costs and increase operational agility and capability.

Our focus is on developing and deploying inspired enterprise-class, award-winning solutions across key areas - business software product development, complex web applications and mobile apps - together with grid, messaging, and distributed filesystem and virtualisation technologies.

Quru :: *Inspired* open source solutions