

European Hosting Company Cobweb integrates Vblock 1 utilising technology and expertise from VMware, Cisco, EMC and MTI



Overview

Cobweb Solutions Limited was formed in 1996 to provide Managed IT services to small and medium sized businesses. With data centres in London and Fareham, more than 5,000 businesses benefit from uninterrupted access to applications, email and the internet.

Since Cobweb's launch as a business-to-business ISP in 1996, Cobweb has delivered business critical services to its customers and the experience gained over the past twelve years underlies their capabilities to meet and exceed customer's needs

The Challenge

During the last six months the "Cobweb Cloud" model has seen great traction in the mid-size and enterprise space. In order to meet this market demand Cobweb required a scalable and efficient "pay-as-you-grow" virtualisation and compute platform.

In order to meet this market demand Cobweb required a scalable and efficient "pay-as-you-grow" virtualisation and compute platform. After many months of testing the Vblock with MTI it proved to satisfy the needs of the business. Paul Hannam CEO of Cobweb states, "the VCE coalition supported by MTI has presented an exciting opportunity for Cobweb and this new Vblock offering enables us to broaden our reach with the "Cobweb Cloud" satisfying the needs of enterprise business for both private, public and hybrid clouds."

Vblock infrastructure packages are integrated and tested IT solutions stemming from the Virtual Computing Environment coalition, that combine virtualisation, networking, storage, security, and management technologies by Cisco, EMC and VMware.

Vblock 1, which MTI also has installed in its own UK Solution Centre, is based on Cisco's Unified Computing System (UCS), EMC's CLARiiON storage system and VMware's vSphere 4 platform. The package helps organisations accelerate their adoption of private cloud environments while eliminating the risks traditionally associated with the deployment of this IT model.

The Benefits

Cobweb was attracted to the Vblock 1 package as it offers all the benefits associated with the cloud computing such as lower total cost of ownership and faster deployment. The solution can be used as a platform to host a range of existing and new services.

"Back in November 2009, MTI invited us to perform an in-depth proof of concept on its in-house Vblock 1 system over a period of several months. Since they had always delivered on our briefs in the past we were keen to put it through its paces," said Paul Hannam, CEO at Cobweb. "We started our testing in early 2010 and not only did we find that Vblock can easily host all of Cobweb's current applications but it also offered Cobweb services such as Desktop as a Service as well as management tools and consumption reporting. MTI's expertise and initiative provided reliable assistance to keep Cobweb at the forefront of the managed service provider industry."

MTI has been helping Cobweb build and maintain a best-in-class Microsoft Exchange hosting service for the past five years. The brief includes ensuring high availability in order to serve customers such as the All3Media website 24/7, whilst having the ability to expand the range of Microsoft services to include server and desktop compute cloud resource among others.

MTI is certified to the highest Data Centre level with Cisco, EMC and VMware. The company holds the Advanced Data Centre Partner Specialisation (DCNI, DCSN & ATP) from Cisco UKI, having been an EMC Velocity Signature Solutions Centre Partner for many years. MTI recently announced its status as a VMware Premier partner. For organisations looking to learn more about the VCE coalition and Vblock solutions, MTI offers a number of workshops that enable IT administrators to better understand these packages to ultimately make informed decisions.

About MTI

MTI is a leading international provider of consulting services and comprehensive information infrastructure solutions for mid to large-size organisations. With more than 20 years' expertise as a storage technology innovator, MTI is uniquely qualified to assess, design, implement and support all data centre initiatives. Today MTI enjoys strategic partnerships with industry leaders including VMware, Cisco and EMC and offers the best data centre and cloud computing solutions and services available today. By employing a strategic, consultative approach, MTI provides customers with a single point of contact that eliminates complexities while delivering operational efficiencies and competitive advantages. More information is available at www.mti.com or follow us on Twitter @MTI_Technology.

To find out more - contact one of our European offices at: www.mti.com or email sales@mti.com

Case Study