



Case Study



The Challenge

Forrest Sound Products of Bellevue, WA specializes in architectural and industrial noise control; acoustic wall panels and ceiling tiles, sound diffusers and baffles, and sound-absorbing enclosures. Their clients include airports, manufacturing facilities, theaters, broadcast studios and educational institutions. They frequently need to exchange architectural drawings with their clients and with some projects continuing for months or even years, these drawings and specification documents need to be retained for a significant period of time.

Forrest Sound was supporting their business with a Microsoft small business server, this hardware was aging. The volume of email messages with large file attachments, as well as other large data files, had nearly exceeded the limits of the server's operating system.

Forrest Sound Products moves computing to a hosted private cloud

The Solution

VirtualQube's reseller examined Forrest Sound's existing infrastructure and presented a proposal for an Enterprise Private Cloud for SMB solution that represented a three-year cost savings of roughly 25% compared to the cost of replacing their in house server. The reseller provisioned two servers within the VirtualQube cloud that were dedicated to Forrest Sound; a Citrix XenApp server, which presents users with a Windows 7-like "cloud desktop" and a file and print server. Domain authentication and email services were provided via VirtualQube's multi-tenant Active Directory and Exchange infrastructure. The email service also included spam and virus filtering, and unlimited archiving of users' email with powerful search capabilities. In addition to the hard cost savings, the cloud solution offered Forrest Sound business agility, improved performance, security and business continuity advantages over an on-premise system.

Security

Forrest Sound's data now resides in a secure state-of-the-art data center rather than on a small server on the storeroom floor. Their VirtualQube reseller insures that their data is backed up regularly and data is replicated to a second data center that is several hundred miles away. This insures that in the unlikely event that a catastrophe in the primary data center, data and applications will be available from the secondary data center within a few hours' time.

Business Continuity

With their data now in a secure data center, Forrest Sound's computing infrastructure is no longer vulnerable to business interruption caused events that prevent employees from continuing their workday. Employees are able to gain access to their normal workplace from home or from the any wi-fi hotspot with their cloud desktop.

Business Agility

Forrest Sound's new cloud-based desktops are available from any location that has internet connectivity and can be accessed from nearly any kind of client device, PCs, laptops, Macs, iPads, Android tablets and many smart phones. This provides a level of mobility and flexibility that would not have been available had Forrest Sound chosen to upgrade on-premise infrastructure.

Performance

The performance of Forrest Sound's applications is now determined by the power of the XenApp server in the VirtualQube cloud rather than by the characteristics of the local client PC. This allows Forrest Sound to extend the life of client PCs that would otherwise need to be replaced by more powerful systems.



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