

# CONSOLIDATED DATACENTRE

Innovation consultancy builds its first consolidated datacentre with help from Dell, reducing total cost of ownership by 25 per cent



As companies expand, their information systems often become increasingly diverse and complex. This corresponds to an increase in the cost and time involved in managing the infrastructure. A strategic approach to technology, where systems are reviewed and standardised, can contribute to productivity and help a company to continue expansion with ease.

**SOLUTION**  
• VIRTUALIZATION

alTran

#### **CUSTOMER PROFILE**

**COMPANY:** Altran  
**INDUSTRY:** Management Consultancy  
**COUNTRY:** France  
**FOUNDED:** 1982  
**EMPLOYEES:** 17,000  
**WEBSITE:** [www.altran.com](http://www.altran.com)

#### **CHALLENGE**

Altran is a leading innovation consultancy. Due to several mergers and acquisitions, the company's IT systems were complex and disparate, which made systems management difficult.

#### **SOLUTION**

The company worked with Dell™ to design and build a new datacentre to reduce complexity and simplify IT management. Running on Dell PowerEdge™ Servers, the new datacentre forms the foundation for deploying common systems across the company, including an intranet, enterprise resource planning (ERP) and email applications.

#### **BENEFITS**

- Single point of contact ensures a thorough understanding of business needs
- Flexible support adapts to fluctuating requirements
- Server virtualization optimises the use of space and reduces total cost of ownership by up to 25%
- Detailed planning means that the new datacentre was installed and live after only two days



Altran is a European leader in innovation consulting. Founded in 1982, the company has three areas of expertise: technology and innovation, information systems, and strategy and management. Altran was established

in France and now has more than 17,000 employees working in 150 companies across 20 countries.

The number of employees at Altran has tripled over the last seven years as a result of continuous growth. This expansion has included a number of takeovers and mergers, resulting in a variety of IT systems, which were difficult to manage. The IT team wanted to standardise these systems by installing common software solutions across Altran's 150 companies. This included a financial consolidation application, ERP as well as email.

Sébastien Truttet, IT Infrastructure Manager, Altran says: "Hosting these applications with data made it necessary to create the group's first datacentre, managed from France."

The first step was an inventory of the existing system, which included two server rooms. Dell™ sent a team of consultants to work with Truttet, and provided expertise in preparing for the project and deploying the solution. A total of 120 Dell PowerEdge™ servers from various models were deployed to implement the new datacentre.



## **“I WAS IMPRESSED BY DELL’S PROFESSIONALISM. IT WAS CLEAR THAT DELL KNEW HOW TO ENSURE PROJECT SUCCESS”**

Sébastien Truttet, IT Infrastructure Manager, Altran

### **VARIED EXPERTISE WITH A SINGLE POINT OF CONTACT**

Dell provided technical support at every phase of implementation. This included storage engineering, virtualization, database creation, computer fleet management and active directory. "I was impressed by Dell's professionalism," Truttet says. "It was clear that Dell knew how to ensure project success."

To co-ordinate the services provided by its various consultants, Dell appointed a project lead to oversee team management. The project manager developed a strong understanding of Altran's business needs and ensured communication between Truttet's team and Dell consultants. "Dell departments are split according to specific areas of skill," says Truttet. "This means I know I'm always dealing with experts."

In addition to the allocated team of Dell experts, Altran needed varying levels of additional support as the project progressed.

Dell's technical support responded to this requirement by allocating an annual quota of 'man days', without tying particular staff to particular elements of the project. This meant that Truttet's team could request extra assistance on an as-needed basis.

"This very flexible arrangement strengthens reactivity on the part of the IT department," says Truttet. "I was able to provide back-up for my staff at any time to cope with unforeseen problems. The arrangement we had was ideal, since I could always contact our Dell project lead, who had a comprehensive understanding of our objectives."

### **VIRTUALIZATION REDUCES SPACE AND COSTS**

The team further reduced its server footprint using VMware®. With virtualization software, each physical server can run multiple applications. This increases operating capacity and minimises the total number of servers required.

## **HOW IT WORKS**

### **HARDWARE**

- Dell™ PowerEdge™ 2950, 2850, 1950, 1850 servers
- Dell PowerEdge 1955, 1855 blade servers
- Dell | EMC CX300i storage area network (SAN)
- Dell | EMC CX500 SAN

### **SOFTWARE**

- VMware®
- Microsoft® (Accord Enterprise)
- CITRIX®

### **SERVICES**

- Infrastructure Consulting Services
- Gold Enterprise Support

Replacing the entire infrastructure required a significant budget. To control costs, Dell™ advised Truttet and his team to use Dell PowerEdge™ blade servers, which occupy less space than traditional servers. Altran pays a third party for the lease of the datacentre, so the smaller space required lower long-term IT costs. By running multiple applications and operating systems on one server, virtualization can also generate total cost of ownership (TCO) savings of up to 25 per cent

**DELL LOGISTICS  
MINIMISE DOWNTIME**

With careful planning, and expert logistics input from Dell, the two companies successfully moved 120 servers to the datacentre over a single weekend.

The move began on Friday and the datacentre was operational on the following Monday, minimising Altran's downtime to only two days.

**ONGOING SUPPORT**

Truttet is confident that, with Dell's support, his team can adapt the solution to the company's evolving requirements. As well as serving current needs, it provides a cost effective and reliable basis for expansion as the business grows. "Dell understood that IT at the Altran Group has to be adapted to the realities of the situation on the ground," he says. "If we merge tomorrow, I can rely on total reactivity on the part of Dell and its consultants to integrate our information systems quickly."

**For more information on this case study or to read additional case studies, go to [www.dell.com/casestudies](http://www.dell.com/casestudies) or [www.dell.fr/casestudies](http://www.dell.fr/casestudies)**



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