



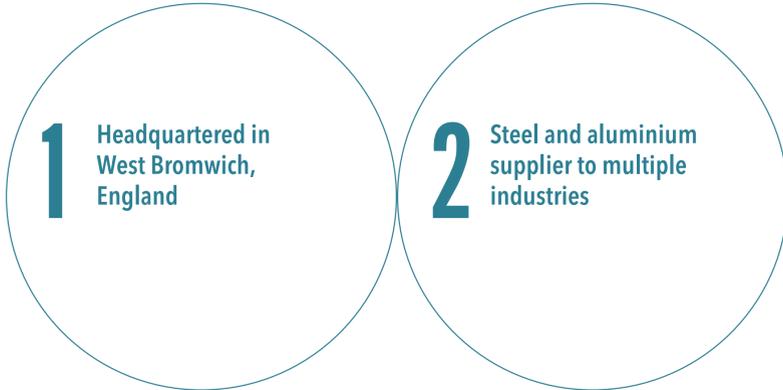
Infrastructure refresh helps Steel & Alloy get fit for the future

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Established in 1968 and headquartered in West Bromwich, England, Steel and Alloy (S&A) is a subsidiary of Spanish-owned Gonvarri Industries.

It supplies strip steel and aluminium products to a range of sectors, including the Automotive, Construction and Section Rolling industries.

The Key Facts

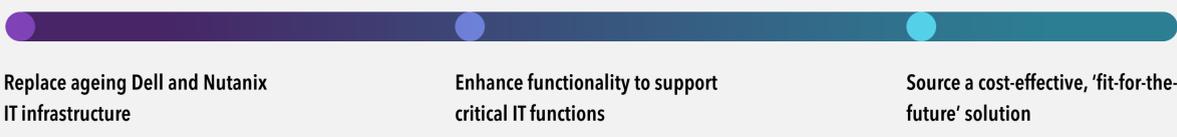


The Challenge

S&A began working with Softcat back in 2023. Its existing IT infrastructure, supported by Nutanix servers, was ageing and Softcat was brought on board to provide an extended support contract. S&A's IT team recognised that maintaining the existing architecture could prove increasingly costly and potentially problematic in the future and would, ultimately, need to be replaced. Having used, and become familiar with, Nutanix

technologies for a number of years, S&A was keen to continue with the same provider. With one eye on the future, however, it wanted to explore alternative, more cost-effective, solutions capable of delivering the enhanced capabilities required for its critical IT functions. S&A spoke to Softcat to help source a 'fit-for-the-future' solution capable of supporting upcoming projects and driving down costs.

Critical Success Factors



The Solution

"We were all too aware of the complexity and scale of investment required to bring our existing infrastructure up to date but wanted to make sure we could achieve it in the most cost-effective manner. Softcat has always been very patient when working with us, taking the time to understand our internal metrics and ensuring relevant data is used to assess the suitability of any proposed solution. We were confident Softcat would help us identify like-for-like technologies and ensure we could source the functionality we need, while ensuring best value." Graham Jewkes, S&A IT Manager

Throughout the extended support contract, Softcat's wider team paid close attention to what the data revealed about the operational demands S&A's activities placed on its IT functions. That analysis ensured Softcat gained a clear view of what resources were currently underperforming, which helped illustrate where enhanced functionality was required, and where cost savings could be achieved.

technologies and worked with our finance teams to create a flexible, cost-effective payment plan." - James Smare, Softcat Hybrid infrastructure / Data Platforms Sales Specialist

"The lessons we learned while managing the support contract enabled us to construct a comprehensive foundation document to help inform the design and specification for an alternative solution. We worked closely with our own IT architecture and professional services specialists to help quantify the level of resource S&A would need going forward. We also provided recommendations about suitable software and hardware

Softcat recommended replacing the existing Dell-based infrastructure with a Nutanix Supermicro hyperconverged platform capable of delivering the enhanced security and resources S&A needed. The solution would include five-year unified support contracts for both software and hardware, as well as appropriate licensing to help reduce ongoing costs. Softcat also worked closely with the S&A team to minimise disruption to day-to-day activities, as well as providing support with any issues or questions that arose during the implementation period.

Solution Highlights



The Benefits

The Nutanix solution provides S&A with an infrastructure capable of securely and effectively meeting its demands now and into the future. Its comprehensive disaster recovery (DR) capabilities, performance benefits and support service, significantly reduces the impact on the small IT team, enabling it to concentrate on higher-value activities.

commitment to producing 'metal solutions for a more sustainable future.'

Both internal and customer data is more secure, and the solution provides alerts to enable the IT team to clearly monitor system performance and respond accordingly. The hyperconverged infrastructure is more energy efficient as well and will contribute towards S&A's stated

"We now have a 'future-ready' infrastructure that gives us confidence to meet the challenges we'll face in the future," said Graham. "It will be much simpler and take less time to manage than beforehand, and the support element is vitally important. In the past, we had two providers and getting an appropriate, and timely, response to any issues could be challenging. We now have a single point of contact for any issues, making it much more straightforward."

“The Softcat team invested a lot of time and thought into ensuring we got the solution we needed. Its recommendation to go with a single provider helped to both rationalise our hardware estate and secure significant cost-savings.”

Graham Jewkes, S&A IT Manager

Benefits at a Glance



Why softcat

"In the years we've worked with Softcat we've always found them to be approachable, knowledgeable and extremely professional," said Graham.

"We feel we can ask them anything and they consistently provide sound advice. This helps ensure we get the technologies we need to grow the business and drive down ongoing cost whenever we can.

We feel we're establishing a long-term, productive relationship with a provider that's prepared to spend time understanding what we do, what we're hoping to achieve and ensuring that we get there in the most cost-effective way possible."