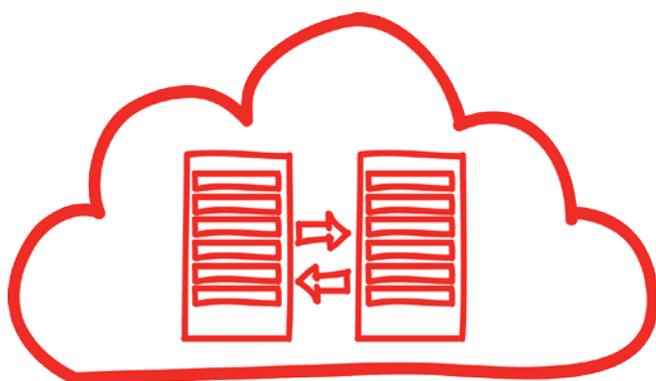


NHP transitions their on-premise data centre infrastructure to the Thomas Duryea Logicalis Cloud

NHP transitioned their entire on-premise data centre infrastructure into Thomas Duryea Logicalis' (TDL) Virtual Private Data Centre. Using the integrated VM Replication between the Sydney and Melbourne data centres provided cost-effective disaster recovery and data protection. NHP can manage their virtual private data centre using the nVisage Cloud Platform, which also provides visibility of their on-premise network (which is managed by TDL). The TDL 24x7 Service Desk provides a central point of contact and accountability for their entire infrastructure.

Challenge

NHP had an aging data centre which represented a business risk, prompting a review of the data centre strategy. "It was getting to the point where we felt we had to move our equipment elsewhere. We simultaneously had just completed a process of standardising our IT infrastructure and making sure the software was integrated and virtualised," explained Vic Wotherspoon, General Manager, Information Technology at NHP.



"Having that integration done first before moving all of NHP's production systems to a TDL Cloud under a three-year contract was crucial," he said.

"If we had deployed software-as-a-service for each of the individual point solutions that we had in our organisation and then subsequently tried to integrate them, we would have [had] all sorts of problems," he said. "So having that integration done up front and moving everything over was the best approach for us."

Solution

The move enabled NHP to reduce costs by moving from a Capex to an Opex model and deploying disaster recovery as a service to reduce risk.

Wotherspoon said that NHP has a checklist for all contractual issues with IT suppliers, but making sure terms and conditions in cloud contracts are met comes back to relationships.

"In some cases, depending on the supplier, going through the terms and conditions and the contractual issues can be quite cumbersome," he said.

"Because of the long-term relationship [with TDL], it was a bit more straightforward. We already had NDAs in place and a number of successful projects that we had completed with TDL.

So for us it came down to what the individual deliverables were for the contract and the financial aspects of the payment points throughout."



“The main reason we were able to overcome that [anxiety] was that our technical people and the technical people supplied by Thomas Duryea Logicalis on the project, were operating as one.”

Benefits

NHP will realise over \$250,000 in annualised savings based on the previous leasing costs of their data centre infrastructure, with an expected reduction in Total Cost of Ownership (TCO) of 30-35% over a 3-year period. As well as reducing admin and overhead this will enable NHP's IT team to focus on their core business.

As well as reducing cost, the TDL solution significantly mitigated risk:

- Existing data centre seen as a risk, with unreliable power and a single point of network connectivity
- No effective Disaster Recovery in place (and significant cost to the business as a result of any downtime incurred)
- Overextended IT team, which was challenged in delivering strategic projects, application development and IT operations

“Moving core IT services to the cloud did create a degree of anxiety among NHP's technical staff,” said Wotherspoon.

“It's important to explain to technical people that it doesn't really matter where servers are located, their job function is the same,” he said.

“The main reason we were able to overcome that [anxiety] was that our technical people and the technical people supplied by TDL on the project were operating as one. It's important to educate the technical staff and explain to them that you are not trying to remove them from the organisation, you're just trying to move your boxes elsewhere.”

TDL' CIO, Daniel Sultana said “there's a substantial culture shift that infrastructure managers need to get over.”

“Infrastructure is not an asset, it's a liability. The data is the asset, so if I take Vic's previous environment, that was a liability. We've got to get past this concept that 'I need to see flashing lights in front of me in my data centre or else the business can't function,’” he said. “So, I think there's sometimes a leap in maturity we have to make if we are going to get to the next level.”