



Source: HELIA Ladenbau GmbH

HELIA

Redesign of the IT infrastructure

Company:

HELIA Ladenbau GmbH

Employees:

140

Location:

Deutschland / Baden
(Oberkirch-Nußbach)

Industry:

Furniture manufacturing /
Interior design

Website:

www.helia.gmbh

Virtualization, redundant failover, and maximum security with low initial investment

Introduction

From individual pieces of furniture to complete solutions, Helia Ladenbau GmbH designs and builds furnishings for all types of retail stores and business premises. As a medium-sized company, Helia employs 140 people in the areas of design, planning, construction, project management, carpe try, assembly, and administration. Helia Ladenbau builds both individual pieces and entire furniture series – always tailored to the customer's individual needs. In addition to furniture construction, the focus is also on the creation of shop concepts and the implementation of rollouts. Helia Ladenbau has a strong presence not only in the German market but also in the European market, particularly in France.



Partners involved:

Telekom

Manufacturers involved:

Medialine, Dell, VMware,
Microsoft, Sophos

Products used:

Dell R430, Dell SCV2020, Dell
T630, Dell N2024, Dell USV,
Sophos SG Firewall

The challenge

Helia Ladenbau was facing a complete overhaul of its IT infrastructure. The company was looking for a reliable partner who could provide all the necessary and planned services from a single source. In the past, the customer had had negative experiences with the lack of smooth cooperation between multiple service providers and was therefore looking for a comprehensive telephony and IT solution with clearly defined responsibilities and contact persons. All existing servers were to be replaced, and a comprehensive concept with a focus on high availability and data security had to be developed. Virtualized systems were to ensure a higher standard of security. The company itself lacked the resources and know-how to implement the virtualization itself. Therefore, a competent partner was sought to initialize a fully functional solution that could later be administered easily and as quickly as possible by the company's IT managers. As a manufacturing company, Helia Ladenbau is dependent on continuous operation without downtime during or due to the relocation of the systems. This had to be taken into account in the planning of the project.

The initial financial burden should be kept as low as possible.

The solution

In order to meet their requirements with a reliable partner and from a single source, the managers at Helia Ladenbau decided to work with Deutsche Telekom as their service provider. Telekom was already used by Helia Ladenbau as a telephone provider and was known as a reliable service provider. As a long-standing Telekom partner and subcontractor, Medialine AG took on the planning and operational implementation of the project.

In the first step, the project managers at Medialine AG developed a rough concept for how to meet the customer's requirements. To implement the customer's requirements, existing physical systems were to be virtualized and integrated into the overall concept. VMware vSphere and Microsoft Datacenter licenses proved to be a sensible solution for this. A redundant system architecture with two servers and one storage system was to ensure secure data management and storage and protect operations from system failures.



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**Reiner Klumpp, Head of IT,
HELIA Ladenbau GmbH**

„After completing the project, we had exactly what we wanted: a contemporary, modern infrastructure that optimally supports our business and makes the company fit for the future.

No downtime, smooth integration, and everything on schedule: that's how you want professional and reliable service from a single source.

To improve IT security, a combination of redundant firewalls and local client software was to be created. In addition, intelligent failover scenarios and a well-thought-out backup solution had to be integrated into the concept. For maximum security, backup servers with separate fire compartments were planned. These parameters were used to develop a basic framework for the redesign of the IT infrastructure.

In order to best meet the customer's requirements, a technical workshop was held on site based on this framework. During the workshop, Medialine and the customer jointly reviewed the technical requirements. Based on the results of the workshop, the technical contacts developed a customized detailed concept that was precisely tailored to Helia Ladenbau's circumstances and wishes.

By using a leasing model instead of purchasing the required systems, the initial expenditure was to be kept to a minimum. Medialine and Telekom recommended that the customer work with Dell Financial Services. The sister company of Dell EMC offers flexible leasing models for all industries and company sizes and had already proven itself in numerous other projects.

The result

The project managers at Medialine AG worked with Deutsche Telekom and the customer to develop a customized concept. After the technical colleagues at Medialine AG had estimated the costs, a date for project implementation was quickly agreed upon. After a comprehensive data backup, all systems were gradually migrated to the new infrastructure environment. The redundant system design with a failover scenario significantly increased the reliability and availability of the systems. The virtualization of the existing systems with VMWare based on Microsoft Datacenter licenses now offers a level of flexibility that was previously unavailable. The various servers were separated into different services, and new servers for applications can now be provided at any time. This was particularly important for the customer: with the previous solution, the failure of a physical server would cause company-wide operational disruptions. With the new structure, operations can now be maintained even if a physical server fails.

The combination of a redundant firewall and local client software also ensures significantly improved IT security. This is an important step in the company's development, especially in view of the increasing cyber threats across all industries. A well-designed and secure backup concept, including several fire sections, completes the infrastructure renewal. The new infrastructure was initialized step by step and in parallel with ongoing production operations. Porting and migration were carried out during the night so that there were no restrictions on day-to-day business. Once the systems had been set up, they were handed over to the customer, enabling Helia Ladenbau's IT managers to administer and maintain them independently.

Dell Financial Services (DFS) was identified as a suitable partner for this purpose. DFS offers customers comprehensive options for financing their IT projects at market prices. Companies require reliable and up-to-date IT equipment to ensure productive employees and a proactive response to market demands. Refreshing IT equipment at regular intervals of three years is considered the optimal life cycle for IT systems—but this can lead to significant capital commitment for the company. Using a DFS leasing plan should therefore reduce maintenance costs, increase security, and boost operational efficiency without straining the company's cash flow.

The entire project was completed on time and within the scheduled time frame. The successful collaboration between Telekom Deutschland GmbH, Dell Financial Services, Medialine AG, and Helia Ladenbau will be expanded in the future with further projects.

Medialine AG

As a full-service system house, we stand for customised solutions for medium-sized businesses and corporate groups. We fully support your company along the way - from requirements analysis, idea collecting and concept development to the development and implementation of the appropriate IT strategy as well as regular technical support and workshops for your employees. Thanks to our nationwide orientation, customers benefit from a close-knit network of sales and technical resources, which enables optimal service support on site.

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