

# DURHAM<sup>®</sup>

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# MANUFACTURING

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## Contact:

**Karl Shultz, Director of Information Systems**

Headquartered in Durham, Connecticut, the Durham Manufacturing plants are state-of-the-art manufacturing and distribution facilities totaling over a quarter of a million square feet.

Production is centered around the high speed, precision fabrication of sheet and coiled steel utilizing automated stamping, forming, welding, degreasing and powder coating equipment many units of which are CNC and robotic. *Durham Manufacturing is the only single source for Industrial Storage, Material Handling and Safety Equipment.*



## **Durham Manufacturing increases system reliability and adaptability using HP Blades with VMware and Citrix connected to an HP EVA 4400 Storage Area Network**

Durham Manufacturing needed to upgrade their current computer network and replace their outdated Enterprise Resource Planning (ERP) system. They were looking for a solid, cost effective network that was compatible with the ERP systems they were considering, and flexible enough to handle the future growth of their business. Karl Schutz, Director of Information Systems, called on CCS to review their existing network and design the computer system that they needed.

*“VMware & Blades have given us a flexible and fault-tolerant platform that will ensure our system remains up and running.”*

### **The Solution**

It was imperative for Durham Manufacturing to choose the right ERP system because it affects all facets of their organization, from the purchase of raw materials to the delivery of a finished product. Due to its reliability, CCS recommended Hewlett Packard blade servers running VMware and Citrix. The all-in-one design of the Blade System provided Durham Manufacturing with an affordable, low-maintenance, and adaptable infrastructure. The Blade Systems uses less power than their previous system and is over 50% less expensive to connect to a SAN. Increasing flexibility and adding the fault-tolerance they requested, these servers were connected to the HP Enterprise Virtual Array 4400 storage area network. The EVA 4400 was a great fit for Durham Manufacturing due to its high-performance, reliability, and affordability.

*“CCS stuck to our timeline. They made this transition easy for me, and my colleagues. They are a great resource to have on our side.”*

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## Working Smarter

As an international manufacturing company with a computer network of over 125 users spread across 3 time zones, Durham Manufacturing relies on Citrix to keep workstation costs down and minimize desktop maintenance. CCS upgraded Durham Manufacturing to the current version of Citrix and moved them onto a Citrix server farm using the HP Blade servers. IT staff can now easily maintain all workstation applications at their international remote locations from their corporate office in Durham, CT. Remote connections for individual users, once quite cumbersome, are now simple and easy. Centrally managing their new system is saving Durham Manufacturing time and money.

***“Revamping our computer network was a huge project. The CCS team covered every detail, from computer room environmental and power requirements to transition logistics.”***

## About Durham Manufacturing

Durham Manufacturing was founded in 1922 and has developed into one of the leading producers of metal and plastic products for packaging, storage, organization of maintenance products as well as heavy duty material handling equipment, storage and workstations.

They offer a number of cutting edge technologies to make doing business with them easier and more efficient, including:

- EDI (Electronic Data Interchange), Ordering and Invoicing
- Automated Order Receipt and Shipment Acknowledgement
- Custom Labeling and Bar Coding of Shipping Cartons
- Special Product Customization Involving Colors, Company Names and Logos
- Email Orders
- On-Line Resources from their website



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