IronOrbit
Cloud Computing Solutions

Fratello Construction
Construction Company

ABOUT FRATELLO CONSTRUCTION

Fratello Construction approached IronOrbit to build a scalable, high performance IT infrastructure. They wanted improvements over their existing infrastructure in terms of performance, reliability, and cost efficiency. In addition, they needed to migrate their sizable electronic library of existing documents over to the new system.

REQUIREMENTS

1. **Scalability**
2. **Growth-supporting infrastructure**
3. **100% server uptime**
4. **Lower operating and maintenance costs**

INFINITY Workspaces

The solution that IronOrbit built for Fratello Construction Company had the following features:

- Dedicated hosted desktop and server infrastructure
- VMware ESXi virtualization platform
- Advanced EMC SANs (Storage Area Networks)
- Integrated SMX Speed Technology
- Two-factor authentication
- Optimal CPU core-to-user ratios
- System monitoring
- Proactive infrastructure maintenance

CUSTOMER DEPLOYMENT

IronOrbit first analyzed the current and future needs of Fratello Construction. As mentioned above, the construction firm required a centralized, high-performance, scalable, fixed-cost IT infrastructure that could support advanced engineering applications as well as a high volume of documentation; additionally, they required a company that could 24/7/365 provide technical support.

IronOrbit built a dedicated network infrastructure with a VMware ESXi virtualization platform. It added advanced EMC SANs (Storage Area Networks) that would improve the data accessibility and storage capability of the system to the platform. Adhering to industry best practices of building highly scalable infrastructures, it also added two-factor authentication, optimal CPU core to user ratios, system monitoring, and proactive infrastructure maintenance.

The final step was to add a remote desktop protocol (RDP) that allowed for desktop virtualization enhanced by SMX Technology® (IronOrbit's superior WAN optimization technology). Desktop virtualization creates a number of virtual desktops on a small number of servers. These virtual desktops function like regular desktops on a PC, but they have the

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benefit of being centralized, which allows for better oversight and maintenance and lower hardware and personnel costs. The users of the virtual desktop still require some kind of computing device, but because the server hosting the virtual desktop performs most of the necessary storage and processing the user's device can be low quality and low cost and still perform satisfactorily.

This also means that the virtual desktops can be accessed from smart phones and other mobile devices, which construction project managers often use when they are on-site. And, importantly for Fratello Construction, the virtualized platform is capable of working across data centers and is fully scalable.

> **"** Prior to using IronOrbit, we were incurring downtime every day, hardware and software costs, and 25% of our day was spent working on or trying to fix IT problems. **"**

Guilio Cianci,
Vice President of Fratello Construction, Inc.

Success was evident as Fratello was able to work in a high speed hosted network infrastructure and has not experienced any downtime since moving to our solution. They were also able to cut 70% of their IT costs ranging from hardware upgrades, software, security and labor. IronOrbit was able to move them from a server infrastructure that was piece-mealed together with little security to a state-of-the-art and reliable platform. Their infrastructure was designed with scalability as a fundamental objective so they can seamlessly scale their environment to support the number of active users, storage requirements, and more.

INFRASTRUCTURE & MIGRATION

IronOrbit began the construction of Fratello's infrastructure and migration of existing data and applications to the new environment in June 2009 and completed the project in less than four business weeks. IronOrbit also provided training to the customer technical staff. Fratello began with 21 desktops and grew to 48 desktops by early 2011. They were able to eliminate two full-time IT staff and lower their monthly IT costs.

HURRICANE SANDY

When Hurricane Sandy hit the East Coast in 2012, thousands of businesses across the country were affected. Businesses up and down the

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Eastern seaboard with onsite infrastructures lost valuable data, files, and applications when floods destroyed not only their office, but all of the equipment within them. For IronOrbit clients such as Fratello, however, it was business as usual. Because their infrastructures were stored offsite, in the cloud, Fratello could access their virtual hosted desktops and all of their business data.
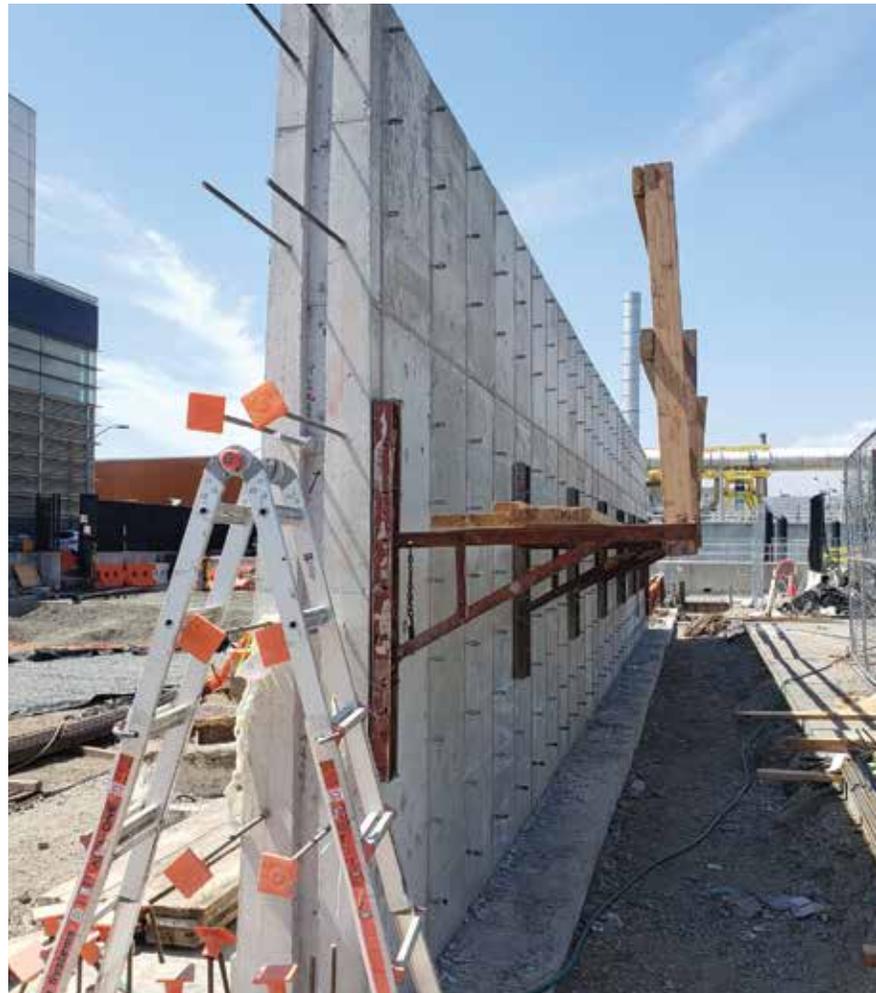
CASE ACHIEVEMENTS

1 Full system implementation within 15 days, including employee training.

2 Scalable, expanded infrastructure; desktops increased from 21 to 48

3 IT costs (hardware, software, labor) cut by 70%

4 100% server uptime

5 Keeping Fratello Construction's IT infrastructure up and running after Hurricane Sand

Guilio Cianci, Vice President of Fratello Construction, Inc.

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Hurricane Sandy could have been a catastrophic data disaster for our company but our business didn't skip a beat … Some of our neighbors were not so lucky. Hosting our IT with IronOrbit has been one of the best business decisions we have made; it continues to pay off every day.

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ABOUT IRONORBIT

IronOrbit, a division of SACA Technologies, is a privately owned and fully integrated Information and Communications Technology (ICT) powerhouse. With more than 300 years of combined industry expertise, IronOrbit innovates, develops, and produces comprehensive ICT solutions, specializing in GPU-accelerated cloud workspaces.

IronOrbit operates their own global footprint of private data centers across more than twenty regions worldwide, utilizing SOC 2 Certified, Tier 4 facilities to provide cloud services and their flagship hosted desktop solution, INFINITY Workspaces, to thousands of customers, including the US government.

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