



Case study



The company

Dometic is a Swedish manufacturer of refrigeration and sanitary systems for people on the move. Its target groups are recreational vehicle owners, boat owners, truck drivers, campers, and lovers of the great outdoors who want to enjoy a mobile lifestyle with no limitations. This international company's products are also used in the fields of medicine, pharmaceuticals, and research.

About Adestis:

Do you face the challenge of managing large quantities of data on the Internet? We offer comprehensive services ranging from compilation to operation of your custom-managed hosting and cloud solutions.



From unmanageable to predictable, thanks to a dedicated private cloud

The problem

Dometic's continuous expansion meant that many different locations were using their own hardware, local server rooms, and support from nearby providers. This resulted in overlaps in technical resources and services, while valuable corporate knowledge was scattered and not accessible to everyone. Some technical equipment was outdated, and bringing it up to the latest standard would have meant massive capital investments. This no longer made sense from a technical, economic, or organizational viewpoint. When leases for some of its computer centers expired, the time was finally right to make the change.

The task

The technical infrastructure and the associated hardware needed to be updated and centralized. Adestis planned to implement this using a bare-metal cloud, a cloud variant in which hardware resources are provided with no installed software.

"The service is faster, more personal, and more flexible than service from a large cloud provider, which would see us as nothing more than a number."

Robert Lehew, Dometic Global Infrastructure Manager

The process

A European request for proposals was launched that comprised the schedule for the procurement and organization of the necessary equipment and for data migration. This is exactly what Adestis does best: We specialize in making complex systems as efficient as they can be and then running them. No doubt that's why we won out over some of the biggest players in the industry, including Orange, Deutsche Telekom, and CSC. At the customer's request, Dometic itself handled the virtualization so that it could take advantage of its own expertise and employees and use licenses it already held.

Feedback from the customer

"We have a truly great working relationship with ADESTIS, which is a fantastic company. Our technical specialists are particularly happy about working with the company because ADESTIS has an incredible level of knowledge and also actively thinks about how to make our lives much easier. ADESTIS is meeting all of our needs and quickly comes up with solutions when we have a problem. During the restructuring, it became apparent that some server rooms were nothing more than broom closets. I'm happy that we now have the absolute maximum level of security for our corporate data."

Robert Lehew, Dometic Global Infrastructure Manager

The details

We developed a comprehensive general concept for Dometic that included a dedicated private cloud as a bare-metal variant with managed hardware, managed network, and managed storage. The equipment was (and still is) leased from us, and we also provide the network components and storage as a service. To migrate Dometic's data as quickly as possible without significant downtime, we used a recovery-as-a-service application from our partner Zerto. This meant that the migration of all company data took place completely in the background, cutting downtime to just a few minutes and

Benefits for the customer

The customer won't incur any more procurement costs, just operating costs (CAPEX vs. OPEX). If additional services are needed, the only increase would be in the monthly payment. Dometic saw its IT costs become more transparent because it could now accurately quantify them, as they were no longer lost to view as undocumented internal costs. Our list of ADESTIS services always clearly shows the cost of each service. The customer doesn't need to worry about whether its hardware is current and can focus on its core business instead.

avoiding any disruption to business operations. We're proud to say that we're now Dometic's Internet service provider and also serve as the company's access point. Thanks to our expertise with our own ADESTIS Cloud, we can offer our customers flexible support in the form of knowledge and workers when they lack the time or skills to tackle particularly tricky problems themselves.

Outcome

As we suspected, when all resources were combined some synergy effects became apparent, and Dometic's entire digital world is now running on a few of our local servers. We place great importance on always offering our customers the highest level of security. We work only with ultramodern high-security computer centers that fulfill the strict requirements of data center certification.