Data Installation & Supplies

Network provider bolsters its IT offering with Node4's cloud, colocation, connectivity and collaboration solutions

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Data Installation & Supplies Ltd

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The Partner

Data Installation & Supplies Ltd (DIS) has built a reputation for providing high quality, tailored solutions for IT, network and security challenges. DIS has been working with Node4 for over six years and deploys the whole range of Node4's cloud, colocation, connectivity and collaboration solutions across its own environment. As well as benefiting as a customer, DIS reaps the benefits as a partner.

Adam Foster, Technical Director at DIS, said: "Our working relationship with Node4 is different to other providers we've worked with because it is completely personal. Thanks to Node4's relationships within the channel, we can work through them and be safe in the knowledge that we will deal with a real person, rather than being stuck on the phone with an automated assistant."

The Challenge

Drive DeVilbiss Healthcare, one of the leading manufacturers and distributors of durable medical products in the world today, turned to DIS when it could no longer sustain the growth of the company. Through an acquisition, the company has grown rapidly and has shown no signs of stopping, so needed a technology provider that can support business growth with full visibility, scalability and security.

The Solution

DIS and Node4 now provide Drive DeVilbiss with a Multiprotocol Label Switching (MPLS) Private cloud WAN solution; a highly scalable network that can easily add or remove sites or circuits depending on the company needs. As the data circuits connect into a central 'cloud' rather than to a specific site, the network is more flexible and resilient than using site-to-site leased lines or virtual private networks (VPNs). This MPLS Private cloud solution from DIS and Node4 links everyone onto a high speed and reliable MPLS core which grows in line with Drive DeVilbiss business needs and ambition.

"I like that we have the ability to monitor what is going through and what is coming in. This solution is so much better at meeting our technology needs and easier to manage than the offerings we've had previously," said Mathew Holmes, UK IT Infrastructure Manager at Drive DeVilbiss.

The Benefits

After a successful deployment, the IT staff at Drive DeVilbiss have been able to easily manage and access the solution, allowing them to focus on driving forward with more strategic digital aspirations. The team can now connect into a secure network from any site and at any time with a centrally managed internet breakout, instead of from each site, which makes it a lot easier to manage and monitor than their previous setup. With MPLS, Drive DeVilbiss can keep one eye on their network whenever they need to, with statistics, email updates and online monitoring views. They also have support available 24/7 in a package which suits them.

Node4 wholly owns and operates three UK data centres with full control over the infrastructure. Uniquely for a Managed Service Provider, Node4 can manage every service from beginning to end, all from the security of its own data centres. This also ensures that Node4 is not reliant on third party companies to deliver any services to its customers – everything is within its own control. Its innovative systems include a cloud infrastructure platform designed and built by Node4, meaning customers benefit from virtualisation, storage, and backup platforms, all with enterprise grade resiliency, redundancy and reliability.

"Thanks to Node4 we are able to offer customers an agile, flexible and technology agnostic managed services solution that is tailored to their individual business and sector requirements," Foster said. "For customers looking at an off-site DR or backup solution, for example, the monthly costs can be high when directly looking to utilise the likes of AWS and Azure. Instead, with Node4, we can give organisations of varying size and budget a realistic path to get there, using colocation and MLPS circuits into Node4, they can achieve the DR and backup they need."

Proven partner success year-on-year

From 2016 to 2018, Node4 and DIS increased joint sales by over 500%. So far in 2019, these sales have already grown another 30% since last year's figures. The partnership has become increasingly successful in recent years, and this impressive year-on-year growth is set to continue well into the future.

Node4 ensures that DIS is fully supported, and because of this, the partnership nurtures successful and happy customer relationships. Adam Foster, Technical Director at DIS said: "Node4 is a true one-stop-shop for all solutions. Working with Node4 makes our, and our customers' lives easier - and this is a big selling point. We have complete confidence when it comes to technology for our customers."

Industry: Channel
Partner: Data Installation & Supplies LTD (DIS)
Customer: Drive DeVilbiss
Location: UK

Key Outcomes:

- **Simplified channel enablement**
- **Ease of management**
- **Reduced cost**
- **Agnostic agility**

Empowering business to do more

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