

## Value Added Distributor chooses NEC to ensure High Availability Cloud Service

# Lidera Network



### Customer

- Lidera Network

### Industry

- Information Technology

### Challenges

- Internal ERP system
- Creating new experience and cloud services
- Build an ICT infrastructure to make these challenges possible
- Small IT-team
- Crucial factor: reliability 24/7

### Solution

- 2 NEC Fault Tolerant Servers for Cloud Services
- 2 NEC Fault Tolerant Servers for Internal ERP System
- NEC Storage

### Results

- Enhanced Business Agility
- Assured Services
- Increased QoS and User Satisfaction

### Benefits

- Complete Reliability
- Performance accordant to the needs
- Easy to implement and manage
- Central Management

[www.lidera.com](http://www.lidera.com)

An increasing number of Value Added Distributors are offering Cloud Services to their customers. One of the crucial conditions in doing so is assuring reliability. This is particularly the case for core services that must be available 24 hours a day, 365 days a year with not even a second of downtime. In the case that a Highly-Reliable server is required, the NEC Fault Tolerant Server has proven to be a key solution.

Lidera Network S.L. is a Spanish Added Value Distributor specialized in security, networking, software and services. Lidera Network has offices both in Madrid and in Lisbon that service more than 9000 resellers: dealers, VAR's, System Integrators and Consultants.

Besides their distribution activities, Lidera Network is also involved in other activity areas where the main business units are Internet Service Provider (hosting, housing and email services) and security services (antivirus and antispam cloud services), all of them requiring 24x7x365 uptime.

## Challenges

In coming years, cloud services will drive the market as the main focus for Value Added Distributors. Their customers view system reliability and security as a crucial condition and not just the costs. Current cloud services are set to deploy advanced virtualization technology to enable system redundancy that overcome failures.

However there are situations where software-based redundancy is not enough to satisfy customer requirements. This is for instance the case with online transaction systems, which may not experience a single second of downtime. Lidera Network offering cloud services to their customers needed to meet a stringent Service Level Agreement and ensure excellent reliability.

At the same time, Lidera Network - experiencing continuous growth of their own distribution activities - was in need of a reliable ERP management system to serve their channel network of 9000 resellers, dealers, system integrators and consultants, where downtime is not an option in order to ensure their own business continuity.

Lidera Network wanted to both offer these extra cloud services and reinforce the reliability of their own internal systems without having to extend their existing small IT-team. Their objective is to have high reliable solutions, easy to implement and to manage, so they can fully concentrate on their business and provide the best service to their customers.

## Solution

**Reliability of Private Cloud Services and on-premise systems** In order to come to an efficient and easy to manage IT infrastructure, consolidation of the existing servers was absolutely mandatory. As a longtime Microsoft partner, server virtualization was the logical step for Lidera Network to take. By decoupling logical resources from physical assets, virtualization enabled Lidera Network to become more agile and keep up with changing conditions. Virtualization meant more than consolidation; it also provided an answer to the needs of mobility, protection and easy duplication.

Besides Virtualization, Lidera Network resolutely has chosen to implement NEC's Fault Tolerant Servers, including "Espress5800/ft series" Servers. These are designed as single servers to achieve system availability using redundant hardware components in an individually modularized configuration. The redundant modules operate in sync. In the unlikely case of a failure, the module is isolated and the other module keeps the system running. The user does not notice any difference in user experience and all applications keep running.

### **Ease-of-use and central management benefits**

To the network and the OS, the NEC Fault Tolerant Servers appear to be a single ordinary server and not a clustering solution, which



is generally complex to manage. The NEC Fault Tolerant Servers operate as one single server. This simplifies operation and management enormously. It can operate like conventional systems in a private cloud or on-site environment, which make the Fault Tolerant server an excellent solution when reliability is essential. As the configuration is not complex, there is no need for extraordinary skills or large IT-teams to manage.

Lidera Network, eager to implement the latest proven IT technologies still wants to be able to focus on its own core business. The choice for the NEC Fault Tolerant was made within 4 weeks after first investigations of the alternative possibilities for hardware redundancy. The choice for NEC followed from the true partnership between the two organizations in thinking through the needs and expectations. This resulted in a cost effective infrastructure that really supported the strategy of Lidera Network. The choice was based on the evaluation of the investment costs, the tolerable downtime, the required service and maintenance.

*"To accomplish our transformation strategy of offering reliable cloud services and ensuring business continuity, we needed a flexible, scalable and totally reliable IT infrastructure which is easy to manage" said Dámaso Ramos, Technical Director at Lidera Network. "For us, this solution gives the Highest Availability across our premises. Moreover, as we have realized this in-house deployment, it will give us the opportunity to showcase the solution to our large network of dealers, resellers, system integrators and consultants!"*

Neem voor verdere informatie contact op met uw lokale NEC-vertegenwoordiging of:

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