eiPower Saver Solution

CUSTOMER SUCCESS

Allen Informatica

Driving Critical Power Savings in Brazil with Solutions from Microsoft Partner Enterprise Infrastructure Partners

To minimize impact of the rising cost of power in Brazil, Allen sought to reduce the power consumption of its 500 desktop PCs and streamline endpoint administration. As Allen is a busy consulting company with talented engineers' onsite delivering consulting projects, there was little time to implement the solution using traditional on-premise applications. Allen turned to Enterprise Infrastructure Partners (EIP), eiPower Cloud Services for solutions. Results include all systems administered without adding IT staff, $10,000 in annual power cost savings, 100 IT staff hours reclaimed annually by streamlined deployment and minimal administration, and more time to evaluate further cost saving solutions. Most importantly the solution allowed Allen to concentrate on their core business of consulting.

Find savings ASAP!

Consider the IT challenges faced by Allen. Some of them are likely to be similar to yours.

Cristiano Allencastro is the manager of partners and alliances at the largest Microsoft consulting company in Brazil. On his team are 300 technicians who must take care of a myriad of customer endpoints spread out among Rio de Janeiro, and Brazil's largest state of over 30 million people, Sao Paulo.

It's not an easy job, and with the rising cost of doing business from skyrocketing electricity rates, it got harder. As Brazil is enduring an economic downturn, Cristiano and his colleagues needed to quickly identify all possible savings. Every dollar they could cut from operations could help Allen maintain their customer excellence and share their success with their own customers.

Allen embarked on this idea to not only save expenses, but to show their customers proof positive that eiPower Cloud Services is used and recommended by their trusted consulting advisor. Not only will Allen and their customers benefit from cost savings, but the IT tier of eiPower will enhance customer security in the form of reliable maintenance schedules, benefitting critical patches, and anti-virus updates and scans.

Power grab

What expenses could be trimmed? "A good place to start was better PC power management," according to Allen. "Our PCs were being left on for long stretches without any activity—including overnight and on weekends." We encouraged our employees to switch off PCs when not in use. "There were many reminder emails going back and forth," Cristiano remembers.

Reducing a significant amount of power consumption was a promising strategy, but with several locations and hundreds of PCs, it would be difficult to accomplish.

ORGANIZATION PROFILE

Website: allen.com.br

Industry: Consulting/VAR

Founded: 1993

Headquarters: Sao Paulo, Brazil

Employees: 500

Microsoft 2014 Country Partner of the Year
Microsoft 2014 Cloud Partner of the Year.

ENTERPRISE INFRASTRUCTURE PARTNERS SOLUTIONS

eiPower Cloud Services

Why EIP?

· Industry leading power management with one of a kind Cloud features. Simple Cloud based management

· Ability to reduce PC power consumption, delivering vital savings

· Ability to increase savings with modeling data.

· Follow on products for further energy cost savings.

It's difficult, however, to change user habits across a large organization and get reliable results. "We gained a bit of success using Group Policy Objects, but not a tremendous amount," Cristiano says. Technology was needed that could automatically enforce policies. "We began evaluating products that would allow us to centrally manage the power state of our computers," Cristiano adds.

A foundation for management

Cristiano had already tried to control the PCs in 2013 when he encouraged the company to install Microsoft Group Policy Objects (GPOs). From the familiar Active Directory, his team deployed power schemes to control power schemes- with little success. GPOs were not making an impact on our power savings. We needed to quantify our savings and know our power management program was effective. "GPOs also did not enable us to patch or maintain our computers," a real problem Cristiano added.

"As a consulting company, we have devices that are new and fast, they need to be cutting edge" Cristiano says. "When we would try to put computers into low power mode, we got feedback from users that many stayed on all night. We had no way to manage this with GPOs. Also, because our users have long running jobs, shutdown was absolutely out of the question. When some of the computers went into low power mode, the patch and scheduled anti-virus jobs could not run, and ended up running in the morning. There was enough time to grab a cup of coffee or do another tasks while waiting for the machines to process the left over tasks and get going. We needed a method that would enable quicker wakeup. Without it, the long waits were reducing productivity."

Finding eiPower Cloud Services

The Allen team evaluated several power state management options, including eiPower Cloud Services from Enterprise Infrastructure Partners. eiPower Cloud Services provided a unique way to deploy production system power management with distinctive features and not impact out consulting team.

Granular policies deliver many gains

eiPower Cloud Services enabled the team to set granular power management policies that solve several key challenges. One is that systems can be put to sleep after a given period of inactivity, and powered on with a known schedule, so tasks can run off hours and not interfere with user productivity in the morning. "Systems use an insignificant amount of power in sleep mode," Allen says. "We can schedule computers out of low power mode at any time to schedule computer maintenance and have our users avoid waiting to start work in the morning".

eiPower Cloud Services allows Allen to focus on our core competency of consulting while saving significant funds on rising energy costs. It is based on the successful eiPower Saver Solution sold worldwide. "There was no need to look any further. The deployment was seamless, and did not impact our production systems" said Allen.

SOLUTIONS AT A GLANCE

Key Challenges

• Maximize PC power efficiency to deliver savings

• Zero impact on IT staff or consultants

• Enhance endpoint management to enhance IT mission critical tasks

• Prove product viability for customers

Products

– eiPower Cloud Services from Enterprise Infrastructure Partners

Technology Partner

• Enterprise Infrastructure Partners (www.entisp.com)

Technology Environment

• Client platform: Windows 7, Windows 8, Windows 10

• Applications: Over 100 applications supported

BUSINESS RESULTS AND TECHNICAL BENEFITS

Operational Efficiency

• Scalable production system power management that does not impact users or maintenance.

• 100 IT staff hours reclaimed annually by streamlined deployment

• 90% reduction in time for system-wide patching and anti-virus updates and scans.

Cost Savings

• $10,000 in annual power cost savings

• Payback on eiPower Cloud Services in 3 months

"With our 500 PCs, eiPower Cloud Services will save us about $10,000 a year. The solution pays for itself in 3 months."

Cristiano Allencastro
Director of Partners and Alliances
Allen Informatica

eiPower Cloud Services feature go beyond this. The product is able to detect which applications are in use, and granular policies can prevent the systems from entering sleep mode in key situations. One is when the Allen's billing application is running. Billing must be done weekly and is complex. The application can take many hours to complete. "Even though there is no user activity eiPower allows us to specify applications to detect and direct the computer to power down the monitor only," Cristiano said. "When the application is done, default power schemes automatically take over, preventing the computer from wasting power all night." "We were also pleased the product can detect applications running in browsers as we have other cloud computing applications. Another production system feature of the product we require is the ability to wake computers from outside the facility. With the rise in tablets and our requirements to keep data on-site, we were wasting power keeping computers on 24x7. With eiPower Remote Power On, we are able keep them off or in low power mode until needed. The user wakes the computers they are assigned, and puts them back to sleep or off when done. The product covers all of our requirements.

Using the Modeling Report, we've been able to quickly customize the power savings policies and maximize our savings," Allen says. "eiPower is highly configurable."

Saving $10,000 in power costs annually

"Once the price per kilowatt hour is entered into eiPower Cloud Services, it delivers a detailed and accurate picture of how much money is being saved," Cristiano adds. "With our 500 PCs properly configured, eiPower Cloud Services will save us about $10,000 a year, which is 55 percent higher than we expected," he says. On acquisition, the Solution paid for itself in three months."

Expandable endpoints without adding staff

Improved power management is just one aspect of Cloud based power management in Brazil. "We've seen incredible growth in power costs over the last 10 years," Allen explains. "We're proof to our management and to our customers that eiPower Cloud Services can handle growing businesses while reducing the cost of doing business.

Cutting deployment and management time

A number of tasks can be streamlined. "If we're deploying patches and anti-virus updates, we schedule the computer to come out of low power mode without Wake-On-LAN or vPro, and know the tasks are done without leaving computers on 24x7" Allen says. Additionally, we are reclaiming in the range of 100 hours a year of IT staff time for more valuable tasks.

"Patching using eiPower Cloud Services is largely set-and-forget," Allen adds. "Load up your patches and walk away, and know they were successful because the computer is on. We can complete a system-wide patch in less than 24 hours. Before eiPower Cloud Services, it could take five days." That's an 80 percent reduction in patch time.

eiPower Cloud Services aids in ensuring smooth patching. It brings computers out of low power mode (standby or hibernate) on a schedule before the jobs are scheduled to run. "This helps bring us much closer to 100 percent effective patch and software delivery jobs. The same feature increases our anti-virus update and scan effectiveness. eiPower goes far beyond power management. Its production system features are a must for companies serious about reducing costs," Allen said.

"Enterprise Infrastructure Partners have always been there to help us, with anything and everything we've needed."

Cristiano Allencastro
Director of Partners and Alliances
Allen Informatica