

ENTERPRISE CLOUD SOLUTION

Chemical Manufacturing and Mining Company
Consolidates Global IT Operations with Private
& Hybrid Cloud Solutions






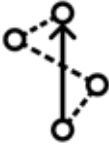
CASE STUDY

IT OPERATIONS TO UNITAS HYBRID CLOUD

CHEMICAL MANUFACTURING & MINING COMPANY CONSOLIDATES GLOBAL IT OPERATIONS WITH PRIVATE & HYBRID CLOUD SOLUTIONS

“In the last year, we acquired a new business/product line in the alkali business. As part of that we looked at the opportunity to expand footprint in using “cloud services” so this acquisition really allowed us to look at leveraging some partners to get into world class data centers and world class hosting, looking at managed services and utilizing a partner could help us not only with ongoing operations but also with the conversion and integration into this new business.”

–CIO/Vice President of Chemical Manufacturing Mining Company

	<p>FULLY MANAGED PRIVATE CLOUD AND HYBRID CLOUD CONNECTIVITY TO GLOBAL NETWORK HUBS</p>
	<p>DEPLOYED FULLY MANAGED SOLUTION ACROSS DATA CENTER INFRASTRUCTURE SPANNING 4 CONTINENTS</p>
	<p>SIMPLIFIED SUPPORT FOR 5,000+ EMPLOYEES WITH IMPLEMENTATION OF A HELP DESK</p>
	<p>CLOUD SYSTEMS RESTORED THE CUSTOMER'S FOCUS TO THEIR CORE BUSINESS</p>

USE CASE

IT OPERATIONS TO UNITAS HYBRID

INDUSTRY OVERVIEW

While mining is a centuries-old industry, it has very modern needs. Technology and the internet of things has enabled data collection to monitor numerous aspects of the process like never before. Due to the nature of the industry, key business operations often take place in remote locations around the world that may lack the infrastructure needed for IT and may have higher disaster recovery needs. Proper monitoring is not only essential for maximizing yield, but also for the health and safety of workers and the environment. With new this new trove of data and global reach, the mining industry can benefit greatly from harnessing the power of a cloud solution.

A TOUGH ROCK TO CRACK

"...We used managed services in the past, but it was very geography based, one of the things we looked at was how to look at global scale, we wanted a partner that could help us do the integration of this business unit but also be with us to help run it from the US basis to start with but then expand our footprint and platforms globally and that's what we found in our relationship today."

–CIO/Vice President of Chemical Manufacturing Mining Company

A mining and chemical manufacturing company acquired a subsidiary of one of its competitors. Already a global leader in the industry, this company then had an even greater geographic spread and more pieces to integrate into their business operations. They needed to consolidate IT operations with a complex multi-vendor technology platform on a single, comprehensive IT service solution with a global reach.

THE UNITAS SOLUTION

We worked closely with the company to gather their operational requirements. With that information, we determined that a fully managed private cloud and hybrid cloud connectivity in global network hubs was the right solution for the company's needs. To provide the best global solution, we brought in our partner, Equinix, for data center hosting, as they have the global reach that best suited the company. This cloud mix would allow remote monitoring and management of existing on-premise solutions and hosted solutions. We deployed this fully managed solution in the data center infrastructure across four continents. Time was of the essence, so our collaboration was fast yet thorough with frequent communication to get the solution implemented on time and to every specification.

THE RESULTS

The cloud solution we implemented enabled significant operational, quality, and cost improvements for the company. A new help desk we host made it possible to simplify support for their 3,000+ employees. Overall, the solution improved the company's agility, technology, and systems so they could focus once again on their core business applications instead of their IT.

"We went through exhausted RFP process and we looked at a number of different vendors, in the end what it came down to... [who would] become a member of our team, right? So, we weren't looking for vendors we were looking for partners." "In the end, the proposal that was put on the table between Equinix team and Unitas team really stood out, as we think these are the guys to partner with, we think they bring thought leadership in both program management and technical aspects of what we were trying to accomplish through negotiation process that's how we landed with this team."

–CIO/Vice President of Chemical Manufacturing Mining Company



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