

Zero to Data Center in 16 Weeks

FusionStorm delivers the engineering expertise, vendor relationships and logistical support to help Morpho Detection roll out a new data center, network infrastructure and 1,100 PCs in record time.

What if you were a new hire, and learned that your entire data center and all of its support personnel were going away, and you had less than five months to get a new one staffed and up and running?

If you're like Joel Odelson, you'd call FusionStorm.

As Director of IT for Morpho Detection, Odelson was tasked with overseeing the technology aspects of the company's transition from a division of GE to a subsidiary of Safran Group. As GE Security, a majority of the company's IT infrastructure was owned, operated and managed by GE. The divestiture involved cutting those ties and establishing a new, independent IT infrastructure and staff.

"I had just under five months to architect and roll out a brand new infrastructure and staff a team because the existing environment was owned and managed by GE personnel," said Odelson. "I had used FusionStorm in the past at other companies, and gave them a call. We formed a very good partnership in which they were able to come in and quickly help me design and deploy a brand new IT infrastructure for Morpho Detection. With their experience in architecting systems, they were instrumental in helping me hit that deadline. And having them work with me on the architecture, design and deployment left me more time to understand the business requirements and hire a staff."

Top-Quality Equipment, Fast

Odelson decided to model the new data center after GE's world-class operating infrastructure. The environment had to be re-architected for a much smaller company, but FusionStorm designed the solution using best-of-breed products that are proven to deliver performance, stability, security and rapid ROI.

"The great thing about starting from a blank slate is that we got to pick some of the best products out there and integrate them into a world-class environment," Odelson said. "Most of our new infrastructure is virtualized. We're using Cisco for a majority of our networking gear, and FusionStorm implemented



The Morpho Detection IT team includes (bottom row, left to right) Eric Ragland (Systems Administrator), Greg Olson (IT Operations Manager), Mike McGowan (IT Telecom Manager), Duke Phu (Sr. Systems Administrator); (top row, left to right) Sue Sauvageau (IT Asset and Vendor Administrator), Raymond Lockley (IT Infrastructure Manager), Stan Johnson (Systems Analyst), Shaun Blanchard (IT Security Engineer), Joel Odelson (IT Director), Pricelle Valdecanas (IT Project Lead), Brian Baker (Systems Administrator)



Active Directory and Exchange. Then there was the full security aspect of it. My goal was to meet or exceed GE's standards for security, and FusionStorm was able to help us with those requirements."

Odelson says FusionStorm's vendor relationships played a key role in hitting the short deadline. As a longstanding partner of many of the top manufacturers in the industry, FusionStorm was able to marshal needed resources quickly and efficiently — something Morpho Detection could not have done on its own.

"Going through FusionStorm made it much easier," said Odelson. "Once the divestiture was complete, I no longer had the longstanding vendor relationships and going through the typical channels would have been a difficult process. One area that was



very helpful was FusionStorm's ability to cut through the red tape and get the infrastructure equipment here in a very short timeframe."

'Almost Flawless'

In addition to establishing the new data center, Morpho Detection needed to roll out new PCs to 1,100 end-users worldwide. The company has multiple locations internationally, plus almost half of its employees work remotely in the field providing support services to customers.

"We had nothing — we had to purchase and configure all new PCs," Odelson said. "There were a lot of dependencies. We had to wait for the new network to come online because we had to add the PCs to the domain and configure them before we could ship them out to people around the globe. It was definitely a logistical challenge."

Odelson says one of the most daunting parts of the whole project involved the "human" aspect. When it came time to cut over, Odelson and the FusionStorm team essentially had to deal with 1,100 new users on a new infrastructure all on the same day.

"Everybody got a new computer, and this was the first time that they were using their user name and password. Most of the issues we had involved end-users not understanding how to log in properly with their new usernames and passwords," he said.

"As far as the infrastructure was concerned, there were little issues here and there that we quickly resolved but overall it was almost flawless. It went amazingly well, and a year later the systems are still stable."

Fast Start to a Long Relationship

With the new data center and network infrastructure in place, and brand-new PCs deployed to end-users, Morpho Detection decided to utilize FusionStorm's managed services program for ongoing monitoring, maintenance and support.

"They work proactively to spot any issues that are arising, and either remediate those issues or let us know so that we can take action," said Odelson. "We're a fairly small company and the managed services help support our global operations. For the cost of one or two people we get 24x7 support. If I were to try to staff that myself it would definitely impact my budget."

What started with a whirlwind project has resulted in a steady, long-term relationship. Odelson remains in constant contact with the FusionStorm team, and FusionStorm provides the help and information he needs very quickly.

"We looked at several vendors I've worked with in the past but for me it was all about speed. I had a certain timeframe in which to complete the job and FusionStorm was the one that could do it," he said. "The FusionStorm team quickly understood the requirements, got back to me with proposals in a very short timeframe and then executed, almost flawlessly. And now that the project is done, the relationship is still there, and it's as good a relationship as when they were trying to sell me products and services."

"For us, FusionStorm has been the perfect partner. I don't think I could have been as successful without them."

Clockwise, from the top, Morpho IT Director Joel Odelson (left) with FusionStorm Sr. Account Executive Rick Kerzic; Morpho's new data center; Morpho IT Infrastructure Manager Raymond Lockley; Odelson.

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