

## **Calford Seaden Construction and Property Consultant Firm Switches to a Virtual Desktop Environment**

*For Increased Productivity, Higher Security, and Improved IT Operations*

### **Customer Overview:**

Calford Seaden is a leading multi-disciplined construction and property consultant firm. Working in both the public and private sectors, Calford Seaden delivers a full range of services, including chartered surveying, project management, architecture and master planning, civil and structural engineering, mechanical and electrical engineering, sustainability advice, and health and safety consultancy. They offer a comprehensive range of services to the UK building and construction industry. Calford Seaden has 200 employees spread across regional offices in London, Birmingham, Orpington, and Winchester.

### **Challenge:**

Calford Seaden's nature of the business means that operating cost for IT is essential in delivering competitive services to clients. Efficient IT operations are vital to the success of the company.

Without a cost effective and flexible system in place, Calford Seaden had high operating costs, constant management issues associated with managing and maintaining 200+ desktops and 45 servers, and the concern to the business of outdated disaster recovery plans and provisions.

The company used an outdated archiving system, which left their project documents and other related correspondence at high risk. The IT systems consisted of 45 Intel Windows Servers running their email, databases, and other business applications. Each of Calford Seaden's four locations had its own cluster of servers and PC workstations for users; which all was linked via a leased line to their headquarters.

### **Solution:**

With 200+ desktops that needed to be replaced every three years, PC refresh was always an issue for Calford Seaden. They struggled with extensive labor costs associated with purchasing, deploying and maintaining 200+ PCs. Traditional client server technology was also limiting their flexibility of use.

Calford Seaden moved to a virtualized server and VDI based desktop infrastructure from Devon IT to provide lower management cost, more flexible computing, and also disaster recovery via a hosted data center.

### Results:

By switching to Devon IT's virtual solution, Calford Seaden was able to reduce their 45 servers down to five. They were also able to decrease the number of actual PCs being used in the company, causing notable power savings. Calford Seaden originally utilized 200+ PCs which use 150W each and were able to switch to Devon IT's thin clients that use less than 12W. By switching to a virtual desktop infrastructure (VDI), Calford Seaden was also able to utilize Devon IT's thin clients for digital dictation with audio transcription.

"Devon IT was extremely helpful in assisting us to rollout a VDI environment, using their thin clients as our virtual desktop user solution", stated Andy Collins, IT Manager of Calford Seaden. "The thin client management software made creating and copying user profiles simple. Now our IT operations run smoothly and more effectively."

Devon IT's Echo™ Thin Client Management Software provided them with complete control of their user environment and has drastically simplified their process for rolling out new applications and managing profiles. All users are now able to log in at any office, providing much greater ease of use for the company and increased productivity.