Leveraging the Cloud to Replace Aging Infrastructure and Build a DR Plan, Makes for a Winning Combination

Measures of success

- Cost-effective replacement of aging hardware to the cloud

- Easy creation and deployment of existing and new VMs

- Rapid deployment of a true disaster recovery solution with near-zero downtime

- Faster, more cost-effective migration of email to Office 365 than their previous provider

Avoiding a rundown
In order to remain a leader in the industry, Badger recognized the need to invest to maintain the uptime of its technology stack via virtual servers – and also to invest to ensure a robust disaster recovery process.

With over 100 servers at the company owned data center, Badger's complex IT environment must power the following key systems:

- A third-party ERP system called Infor M3, which supports five manufacturing facilities across the globe

- FTP servers and artwork systems needed to help clients meet their custom uniform and apparel design needs

- Badger's internal shipping and picking systems, also known as their internal warehouse management system

- Honeywell security system

Kalen McDaniel, System Operations and Security Services Manager for Badger Sportswear, knew that replacing their six-plus-year old hardware in the next few years would not only be prohibitively expensive, but also highly risky to daily operations. This was compounded by the fact that he also needed to execute an M3 ERP update from version 13.2 to 13.4, while developing the aforementioned disaster recovery plan.

Bases loaded, two outs and two strikes, bottom of the ninth
As Kalen mapped out his needs for the next five years, he quickly realized that sticking with onsite hardware in their server room would mean losing money by the fourth year, when factoring in the many aspects beyond the onsite equipment, like onsite licenses, A/C, electricity, upgrades and so forth. He needed options to not only upgrade the infrastructure, but expand systems to additional locations without impacting production schedules.

While weighing these considerations alongside his ongoing search for an optimal disaster recovery solution, Mr. McDaniel's search experienced a significant hiccup, when Badger's

Company: Badger Sportswear

Industry: Retail manufacturing

Since: 1971

About: Badger Sportswear is a leading provider of superior-quality team uniforms and performance athletic wear, worn by athletes, fans, and corporate team members nationwide.

Their "Quality For All," ethos encompasses leading product innovation, best-in-class order execution, and unparalleled service that has helped Badger become the trusted supplier to team dealers, decorators, and wholesalers throughout the U.S.

leading on-premises DR contender demonstrated it didn't offer a path to a future in the cloud, particularly when factoring in their need for fast RPOs and RTOs.

Thankfully a fortuitous call from Navisite proved to be just the opportunity he needed to remedy his challenges.

Grand slam, in the nick of time
Navisite, an experienced managed cloud services provider (MCSP) with more than 20 years of expertise, offered Badger a unique, custom solution. The first part of the solution that Navisite proposed was the implementation of their VMware cloud (NCD) Infrastructure-as-a-Service (IaaS) platform, powered by VMware's powerful hypervisor technology.

NCD gave Badger the ability to overcome their multi-layered infrastructure challenges for storage, expansion and multisite employee access and system uptime, through its ability to support creating and operating VMs quickly and easily. Using many of the prebuilt templates in the NCD library, blended with a number that Kalen had built on his own, Navisite's VMware cloud ensured that he could not only build out his existing IT stack more quickly, but with less compute resources required.

Kalen noted, "I was able to build out a networking environment in NCD within 30 minutes, versus eight hours in my existing VMware environment. The predefined templates were great for this."

At the same time, NCD offered Mr. McDaniel the opportunity to stand up, test and build out the M3 upgrade of Badger's M3 ERP system, without impacting the running production version of the existing system, so they didn't have to be concerned with losing business, or delaying customer orders.

"NCD provides a seamless experience for our ERP integration partner Velocity to access our cloud environment and do testing and development work on the platform, to the point they don't even know they're in our cloud." Kalen indicated, "Plus, it allows our five developers in North Carolina, and six in Rochester to work on the system with ease."

NCD also gave Badger the ability to better support their warehouse team and developers, to roll out tablets to their staff, as a means to increase productivity, and speed up order processing and delivery.

Additional runs driven in
The second part of Navisite's solution came through Zerto's replication and disaster recovery platform. This resource provided Badger the ability to replicate their environment quickly and easily, to ensure they had a secondary environment ready to go in the event of another power outage shutting down their primary systems.

Working with Navisite's implementation partner Seedspark, Badger began the process of replicating the 100 servers at their Statesville main office into NCD at Navisite's main datacenter in Andover, MA, with a secondary objective of creating a failover location to another Navisite datacenter location shortly thereafter, to ensure they have full disaster recovery needs met for the foreseeable future.

The winning formula
So what was one of the biggest selling points for Badger sportswear? Kalen says that the extensive cloud resources that Navisite offers, both in terms of technology and support through its Elite 5-Star Managed Services team, allows him to reduce costs and IT time dramatically, supplement his IT team more cost effectively, and secure missing pieces

to his IT puzzle, like disaster recovery, much more easily than he could on his own.

"In a short space of time, we saved by not having to implement a planned storage upgrade to our Statesville datacenter," Mr. McDaniel added, "There's just not enough time or money to rebuild our datacenter onsite, so it didn't make sense to pursue that, after speaking with Navisite."

As a company that continues to grow organically, and through targeted acquisitions, Badger needs the ability to scale their IT environment quickly and easily, without expending enormous capital, while ensuring they have their active and production environments fully replicated in the event of a disaster.

With Navisite, Badger realized they have no ceiling to what they can build to support their growth, and can easily utilize their replicated environments to failback to should something unforeseen befall their active production environments, without impacting critical production timetables.

ABOUT NAVISITE

Navisite, LLC, a part of Spectrum Enterprise, is a leading international provider of enterprise-class, cloud-enabled hosting, managed applications and services. Navisite provides a full suite of reliable and scalable managed services, including Application, Cloud Desktop, Cloud Infrastructure and Hosting services for organizations looking to outsource IT infrastructures to help lower their capital and operational costs. Enterprise clients depend on Navisite for customized solutions, delivered through an international footprint of state-of-the-art data centers. For more information about Navisite services, please visit navisite.com or navisite.co.uk.