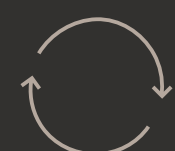Xentrall

At a Glance

Xentrall approached Cisilion wanting to retain existing functionality but stay within budget. Over the course of two intensive sessions, Cisilion were able to identify a lower cost model in the same range of switches with the functionality, and then build out the capacity required using fabric extender switches. Xentrall also required a number of smaller switches and maintenance for these and all existing kit in our datacentre centres. Having helped with the procurement specification, Cisilion won with the lowest cost and highest quality response.

CLOUD & DC	PRODUCTIVITY	COST SAVINGS	**CISCO** Partner

Who is Xentral?

Xentrall is a public sector partnership, established in 2008, between neighbouring unitary authorities – Stockton-on-Tees and Darlington Borough Councils. Xentrall works jointly with both councils, supporting them in the delivery of their back office services – primarily ICT, Design & Print, HR and Finance.

ICT supports 500 servers, two datacentres, a WAN with 4500 users across 75 sites, telephony, video conferencing and over 200 different applications.

"Cisilion won with the lowest cost and highest quality tender. We were reassured by their extensive knowledge in the Public Sector."

David Reese, ICT Infrastructure Team Leader, Xentrall

Challenges

1. **Specialist resources required to maintain existing legacy network**

2. **Several essential core network switches needed replacing in a short period of time**

3. **Restrictive public sector budgets**

Solution

The solution

met all requirements and was within the agreed budget. Cisilion's price was market tested in a tender process to ensure the project was value for money.

The implementation

of the new core switches, which was like 'carrying out open heart surgery' on the network over two consecutive weekends went flawlessly, with excellent technical backup from Cisilion consultants.

The solution

was finalised with a five-year maintenance agreement.

Benefit

✓ **Significant Cost Savings**

✓ **Exceeded**
Business Objectives

✓ **Completed Within Strict Budgets**
and increased employee satisfaction through workshops hosted by Cisilion's Adoption Services.

CISILION

About Cisilion

With proven capability and experience in on-premises, hybrid, and cloud-native infrastructure, Cisilion are perfectly positioned to assist on or through your digital transformation journey. We use a proven framework approach, working with your business, IT, finance, apps, and DevOps teams. We offer a large array of cloud computing and optimisation services that can help transform your business.

Backed by highly certified Azure solution architects, consultants, and adoption specialists, Cisilion provide the complete lifecycle services to help imagine, realise and optimise your investment in cloud technologies.

Book a cloud workshop