



## Case Study – IaaS - Retail

# THE ONE goes online to increase sales revenues with a fast, responsive and secure e-commerce platform



### About THE ONE

Renowned for guaranteeing Affordable Luxury in quality home fashion, THE ONE offers inspiring seasonal collections of unique, in-house designed furniture and accessories at excellent value. Since opening its first store in Abu Dhabi in 1996, they have become a favorite of switched-on homemakers and interior decorators in nine countries across the region.

### The Requirement

The management team at THE ONE understood a key sales channel was through e-commerce, however, their current e-commerce platform was hosted out of region and was slow, providing customers with a poor experience. In addition THE ONE wanted to implement a new ERP system that would integrate with any new e-commerce platform they launched. Their current IT was housed in on premise and was old. The leadership team at THE ONE decided to look for a cloud solution to host their new ERP system on and also to host a faster more responsive ecommerce platform to help drive sales.

## The outcome

BIOS positioned its cloud offering, CloudHPT, a high performance cloud based in the UAE for hosting both THE ONE's ERP and e-commerce platform. This provided THE ONE with the following outcomes:

- ✓ A better customer experience with a faster website by being hosted in region
- ✓ A high performance platform for their ERP (Navision)
- ✓ Agility via a scale up and down cloud platform
- ✓ Migrating off old equipment in-house to a cloud hosted in T3+ DC's
- ✓ A IT platform that is fully managed with country support from a NOC in Dubai
- ✓ The ability to consume IT for a fixed cost and total protection from technology obsolescence
- ✓ Enterprise class Security to protect their valuable data backed by a SOC in Dubai
- ✓ A solution that can lower TCO by 50% and eliminate future IT infrastructure CAPEX

## The Solution

Infrastructure as a Service was provided on CloudHPT for a fixed monthly cost. CloudHPT is a Cisco Powered Cloud housed in the UAE's best datacenters and is fully managed and supported by BIOS. CloudHPT is built according to Cisco's latest validated architecture for secure multi-tenanted design which is annually audited by Cisco – the only such cloud in the Middle East. This provided THE ONE with highly secure infrastructure that was blisteringly fast. The solution included real-time monitoring and monthly reporting for consumption and performance.

