

A VOHKUS DATA CENTRE SOLUTION

# GLOBAL CASINO PLAY THEIR CARDS RIGHT

## WITH HYPERCONVERGENCE SOLUTION

 **SCALE**  
COMPUTING

### VOHKUS services:

Pre-sales, consultancy, service design, procurement

### Technologies used:

Data centre: Servers  
Data centre: Storage

### Industry:

Gaming Industry

### Business drivers:

Business agility / growth  
Quality of service  
Reduced costs

[support@vohkus.com](mailto:support@vohkus.com)

VOHKUS.COM

UK: 0345 647 3000

INTL: +44 (0)1489 556102

VOHKUS LIMITED REGISTERED IN ENGLAND & WALES NO. 4142508.  
REGISTERED OFFICE - CENTURION HOUSE, BARNES WALLIS ROAD,  
SEGENSWORTH, PO15 5TT

Genting Casino deploys Scale Computing across its UK sites in a move to meet distributed enterprise demands.

The leading casino chain plans to roll out the deployment of the HC3 platform across its 42 sites, enabling simplified management, IT resiliency and high performance.

### CHALLENGES

- ▶ With 42 sites to manage the organisation needed to simplify IT infrastructure
- ▶ Limited on-site technical resources
- ▶ Existing IT environment was complex and difficult to manage
- ▶ Limited data resiliency with no snapshot or cloning capabilities

### SOLUTIONS

- ▶ HC3 platform for edge deployment across 23 sites
- ▶ Continuing further expansion across its remaining 19 sites
- ▶ Central solution with the ability to manage multiple sites nationwide

### OUTCOMES

- ▶ Added IT resiliency with snapshot and cloning features
- ▶ Centralised IT system with the ability to manage remote sites
- ▶ Improved resiliency with new offsite DR capability
- ▶ Flexible scalability and Simplified IT management
- ▶ No additional licensing fees to pay
- ▶ Rapid deployment and improved storage efficiency

*“Hyperconvergence seemed like a natural fit, and we knew this was the way forward. Scale Computing’s simplicity, availability and efficiency are perfect for any distributed organisation requiring an edge solution. We are looking forward to continuing our work next year as we move towards a full scale roll out across the complete 42 casino sites.”*

*- Senior Systems Engineer*

## DATA CENTRE SOLUTIONS FROM VOHKUS

Vohkus combines extensive experience of architecting data centre solutions with in-depth technical knowledge of all relevant server, storage and networking components. We work with the world’s leading vendors of server, storage, networking and related technologies.

We work with traditional, hybrid and cloud platforms, providing a common approach to project governance, and a thorough commercial and technical validation of each solution.

Our converged infrastructure and network solutions combine simplicity, security, governance and control with agility, performance and cost advantages.

We can even take on management of the entire infrastructure for you.

## Situation

Genting Casino is part of the wider Genting Group, established in Malaysia in 1965. The organisation is a global business currently valued at \$24 billion, with interests spread across the world. Genting UK is a wholly-owned subsidiary of the Genting Group, which set up its foundations in 2016 through Genting Casinos. The company is now one of the largest gaming operators in the UK, with 42 casinos spread across the country, as well as gaming available online. Well known venues include Crockfords, the exclusive casino in Mayfair, and the Genting Hotel in Birmingham, which is the first UK resort with an international casino offering.

With 42 locations to service, and each of these needing continuous delivery, Genting Casinos looked into the option of an IT upgrade. The company wanted a robust and resilient solution, but with the ability to manage multiple sites, in the same way as distributed enterprise with remote and branch offices. Each of the casinos had previously built an IT environment that consisted of three separate HP servers with VMware, but it was difficult and complex to manage. In addition, with no business continuity or resilience the casinos were left vulnerable.

Genting Casinos wanted to upgrade its IT environment, with the primary focus of storage efficiency and resilience. One of the key challenges was the need to manage multiple sites, meaning the company required an edge computing system. With this in mind, the company decided to pursue a hyperconverged platform. Senior Systems Engineer at Genting Casinos noted, “We wanted to modernise our IT environment, but it was essential that any new platform could cater to our multiple site demands. We embarked on a project to replace the existing IT hardware, but for us it wasn’t about storage or capacity, we wanted a platform that would simplify management, offer high performance and resilience. Hyperconvergence seemed like a natural fit, and we knew this was the way forward.”

## Evaluating the market for hyperconvergence

Genting Casinos researched the market extensively and after settling on a shortlist of SimpliVity, Nutanix and Scale Computing, the company decided to deploy the HC3 cluster. “Scale Computing fit all of our requirements at a price point that offered value for money,” Commented Senior Systems Engineer at Genting Casinos.

They added, “Scale Computing was a perfect fit and after looking into the product we realised we could do a lot more than we originally thought. In terms of price point it was perfect and we have great value for money, with a product that we can trust.”

Through the help of trusted partner Vohkus, and after a successful proof of concept, the company opted to roll out the Scale Computing HC3 platform across its casino sites. Currently the HC3 platform has been deployed in 23 locations, with plans for a full scale implementation to be in place by the end of 2019. They explained, “We tried and tested the Scale Computing platform and ran a simulation test during the proof of concept to make sure we put it through its paces.”

## The distributed enterprise

Commercial & Communications Director at Vohkus noted, “An edge solution can be challenging for any organisation because it operates away from the main data centre or site. With multiple sites involved it can be difficult to implement a smooth, simple and effective IT strategy. In particular, for

## ABOUT VOHKUS

Vohkus delivers IT enabled business solutions and services, and is a trusted technology partner for both private and public sector clients, many of whom operate across the globe.

### **Our capability is end2end:**

**Consult >>> Design >>> Supply >>>  
Deploy >>> Manage >>> Support**

Genting Casinos with 42 sites to cater for this could have been a major challenge. However, Scale Computing's HC3 platform delivers the required simplicity, ideally designed for the distributed and branch office."

### **Simplicity, scalability and availability**

Since deployment Genting Casinos are also benefiting from the added simplicity, scalability and availability, that reduces the infrastructure management footprint, ideal for the distributed enterprise.

Scale Computing's HC3 solution combines servers, storage, hyperconvergence, virtualisation, data protection and data replication into one single and easy-to-use platform. In addition, the simplicity includes rapid deployment, automated management capabilities and a single-pane-of-management, helping to reduce mundane daily tasks, saving time and money. They added, "Scale Computing has helped us to free up time in a lot of ways. We have limited on-site technical staff and their time is valuable. Rather than managing the underlining IT, it is all automated with Scale Computing, helping us to drive business value elsewhere."

They continued, "Since deployment we have been able to take copies of the virtual machines within a matter of seconds and can easily see the impact on each server. Scale Computing has enabled us to significantly reduce daily IT tasks that before were complex and time."

### **Reduced costs**

The inherent simplicity of Scale Computing has also eliminated any need for training or certification. Likewise, there are no addition licensing fees to pay as Scale Computing uses its own HyperCore operating system and KVM-based hypervisor. They added, "Any training or certification would not have been an option for us. With 42 sites, this would have taken up a lot of resources, pulling away valuable team members. We needed a solution that would be quick and easy to set up, and implement, and Scale Computing ticked these boxes."

### **Business Continuity**

Genting Casinos is also benefitting from added business continuity and data resilience. With cloning, replication and snapshot features available, the company has peace of mind with the ability to quickly and effectively recover. With native built-in replication all the sites are protected without the need for an additional disaster recovery solution. They noted, "The added data resilience is a major plus - this is definitely something we would have looked for later down the line."

They then concluded, "Scale Computing's simplicity, availability and efficiency are perfect for any distributed organisation requiring an edge solution. The Scale Computing support team were on hand throughout the entire process and we could not have asked for a more dedicated team. We are looking forward to continuing our work next year as we move towards a full scale roll out across the complete 42 casino sites."