



## Giving a 50-Year-Old Machine Manufacturer a Leaner, Greener, IT Infrastructure

*“Versatile really dove right in, working seamlessly with my team to get the job done in record time. We now have infrastructure that’s as sophisticated as our products – that is a welcome change.”* —David Pudvah, Director of IT



### Business Challenge

For over 50 years, Method Machines has been North America’s foremost supplier of leading-edge precision machine tools. Headquartered in Sudbury, Massachusetts, this national manufacturer employs a staff of nearly 300 engineers, IT professionals and sales representatives.

With offices in six different U.S. cities, Method Machines had a complicated IT infrastructure that was quickly becoming out of date. But being a mid-size company, hiring a full-time IT person just didn’t fit their business model—especially considering their expertise would only be needed for a short amount of time.

They needed a trusted partner to come in and help integrate a new IT solution that would allow them to increase speed and efficiency as well as replace out-of-date hardware.

### Solution

Versatile’s team worked alongside the Method Machine IT team to quickly form a plan that would take stock of what was in place; prioritizing hardware needs and outlining a plan to completely overhaul the existing IT infrastructure.

The very first step was to replace the network backbone and upgrade all the systems that were quickly coming up to being out of warranty. During this initial phase, Versatile’s team implemented physical changes to the network that helped individual users see faster throughput at their desktops and increased server speed.

The second phase of the project was all about building a private cloud for Method Machines. This IT infrastructure rebuild increased the number of applications the servers could run at a time, which in turn increased efficiency. During the infrastructure upgrade, the team also went through a data transfer process where they moved applications from old equipment to the new equipment.

At every step, Versatile thought about business objectives and goals, looking for ways to increase speed and lower costs. In fact, when the team

upgraded the server hardware, they were able to lower power requirements for the entire system for a greener alternative.

### Results

Since working with Versatile, Method Machines has seen a huge improvement in their ability to access data, communicate internally and collaborate across offices. All six offices have seen a significant improvement in the speed of both the networks and communications abilities across all channels. Before the rebuild, individual users kept large CAD drawings

on their individual machines, but the increased speed and efficiency provides the ability to share them across a stronger, faster infrastructure.

Method Machines is reporting a marked difference in their power use as well. And with comprehensive back-up capabilities, they are able to recover data when necessary. Through a managed services relationship, Versatile still continues to support Method Machines infrastructure – coming in for projects and upgrades on an as-needed basis.

### Products Implemented

- Core: HP Networking 8200 series
- Edge: HP Networking 5400 and 3500 Series Switches
- Wireless: HP Networking MSM422 Access Points
- Management tools: HP Networking IMC
- Site Survey Tools: Airmagnet Survey Pro
- Servers: HP c7000 BladeSystem Servers with Flex10

### Benefits

- Expanded access across offices
- Increased network speeds
- Expanded data access
- Data recovery
- Marked difference in power use

*“We started out as a small machine shop, but as we grew, it quickly became apparent that the team needed a faster IT infrastructure. What I needed was an outside source to come in and help me deliver a company-wide system.” —David Pudvah, Director of IT*

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