

Manroland, GB

the customer

the challenge

the project

project summary

what the client says



GMA offers Bespoke Business Continuity Services to manroland, GB

the customer

Manroland GB are a leading provider of printing equipment for the newsprint and packaging industries, they have been providing the British graphic arts industry for over 100 years and are renowned for developing the most technically advanced sheet fed presses in the world, together with web fed and PRINTVALUE presses. manroland Great Britain is part of the MAN group which has annual sales of 2 billion euros and employs 9000 staff.

GMA have been supporting manroland’s IT department for many years now, having first engaged with them in Autumn 1995. Since that time we have worked with three different IS Managers responsible for their IT needs and 1 major office move. With the background we have of understanding their needs and being in the position of trusted IT partner they asked us to help them devise and implement a plan for their business continuity requirement.

Although their business, systems and requirements are all very familiar to GMA it was felt that the best approach was to hold a requirements workshop with all the key staff from both companies to devise, revise and finalise a plan. The brief was to look for an approach which was flexible enough to provide all their remote users, mainly field sales executives, as well as office based staff with access to all the key data and tools they use every day without too much of the unavoidable downtime. that comes with a need for disaster recovery.

The view was taken to use this as an opportunity to consolidate some of the server hardware they had in place and to use Microsoft Hyper-V virtualisation technology which managed to reduce their server count from 12 to 6 but still giving a production environment



Don’t just take our word for it!

Duncan Vowles says:

“GMA were involved in the all aspects of the project from inception through the planning and roll out phases, to guide and assist in achieving our project goals and time lines.



The new assistance and contingency planning was second to none, resulting in a project that worked first time and that came in on budget.”

(Duncan Vowles - IS Manager)

the project cont'd

running on 16 servers, 10 of which are virtual .

This gave them a very flexible platform to move forward, both technically and from a scalability viewpoint. Mechanisms are now in place to back up key systems remotely to GMA which means they can be activated very quickly in the event of downtime for whatever reason. They have spare server capacity at GMA's offices together with 8 workstations that are run as thin clients, as well as work space for them and access to our computer based 3CX telephony system. They even have a selection of Manroland stationary stored at GMA!

All that has to happen is for Duncan Vowles, manroland's IS Manager, to invoke disaster recovery and by the time he and his team arrive at GMA their workspace and PC's will be set up

Business Continuity requires the correct technologies to be able to continue to work as efficiently as before.

" The ability to manage our clients using a system which works in conjunction with the phone system has made us far more efficient in how we track down new business. It's a very powerful, yet affordable tool."

(Duncan Vowles, IS Manager)



GMA can have your business up and running almost instantly in a pre-determined location of your choice.



GMA Product and Services Matrix



- MS Hyper-V: Virtualisation
- MS Exchange
- MS SBS
- MS SharePoint
- MS Office
- MS CRM/BCM
- Data Security
- Voice over IP
- Fax over IP
- Mail Archiving
- Disaster Recovery
- Site Audits
- System Support
- Software development



Mobility Solutions
Security Solutions
Information Worker Solutions
Advanced Infrastructure Solutions
Networking Infrastructure Solutions

