



## The Company

Founded in 1948, WELLS-CTI, Inc. manufactures innovative thermal and interconnect solutions, including a variety of sockets, carriers, clips, contactors and custom designed equipment. The company provides burn-in devices to the integrated circuit industry. In addition, WELLS-CTI is a leading worldwide supplier of integrated circuit carriers and flatpack contactors for the military aerospace market.

Headquartered in Vancouver, Washington, U.S.A., WELLS-CTI operates R&D and manufacturing facilities in the United States and Japan. The company also manages sales offices in North America, Europe and Asia.

## The Challenge

WELLS-CTI wanted to improve performance of its existing IT infrastructure. The company's current hardware resources no longer provided the required flexibility and cost economies.

In addition, upgrades within the existing infrastructure had become burdensome. WELLS-CTI needed to eliminate the current "forklift" upgrade processes and implement a much easier migration path.

Because the company's current infrastructure was no longer providing the best return on investment, WELLS-CTI decided to explore new technology options to fully optimize its environment.

As WELLS-CTI's current outsourcing vendor, OneNeck re-evaluated the company's IT operations and proposed a transition to OneNeck's virtualized infrastructure. Throughout its partnership with WELLS-CTI, OneNeck demonstrated exceptional expertise and service. Therefore, the company had faith in OneNeck's recommendations and began the migration to a virtual cloud platform.

## The OneNeck Solution

OneNeck converted the majority of WELLS-CTI servers from physical hardware-based servers to virtualized servers that run on OneNeck's cloud infrastructure. WELLS-CTI's Microsoft-centric environment serves email, web, SQL and active directory for both intranet and Internet users. In addition, the Blackberry enterprise server provides mobile phone users with email access.

OneNeck provided the hardware, virtualization software, switching infrastructure, 24/7 monitoring and SAN infrastructure. Through its Service Level Agreement, OneNeck guarantees system availability of 99.9% for WELLS-CTI's virtualized cloud solution. WELLS-CTI now houses its IT infrastructure in a data center that meets the stringent requirements for SSAE 16 backed operational facilities.



# Improving Cost Efficiencies in the Cloud

## WELLS-CTI Enlists OneNeck to Virtualize IT Infrastructure

A ONENECK IT SERVICES CASE STUDY



*"We've worked with OneNeck for several years and have been pleased with their excellent performance. So when it came time to re-evaluate our IT infrastructure technologies, it made sense to turn to OneNeck for guidance. They provided an innovative virtualization solution to help our business advance. The seamless transition to OneNeck's cloud platform allowed us to reap immediate benefits."*

Mike Lekstrom  
Director, Information Technology  
WELLS-CTI, Inc.

# The Benefits

Moving WELLS-CTI to a cloud infrastructure provided a more resilient and flexible IT environment. The company is no longer consumed with managing the day-to-day tasks associated with an internal infrastructure.

Additional benefits include:

**Cost Savings.** With a virtual platform, WELLS-CTI doesn't have to lease or purchase physical servers. Instead, the company pays only for what it needs. WELLS-CTI estimates it will save 30% of the Total Cost of Ownership over the next five years.

In addition, it takes minimal time to roll-out or build a new server instance. OneNeck's virtual solution eliminates the need to procure hardware, rack mount hardware and provision networking devices.

The virtualization solution further helps WELLS-CTI reduce overall IT costs by providing a fixed, predictable spend for infrastructure needs. The company no longer deals with the variable costs associated with its dedicated physical assets.

**Scalability and Capacity on Demand.** Virtualization makes perfect sense for WELLS-CTI. The company can grow in increments or scale up and down to meet business requirements. OneNeck's solution delivers resources when WELLS-CTI needs them. The company accesses best-of-breed technology and a world-class environment quickly and effortlessly.

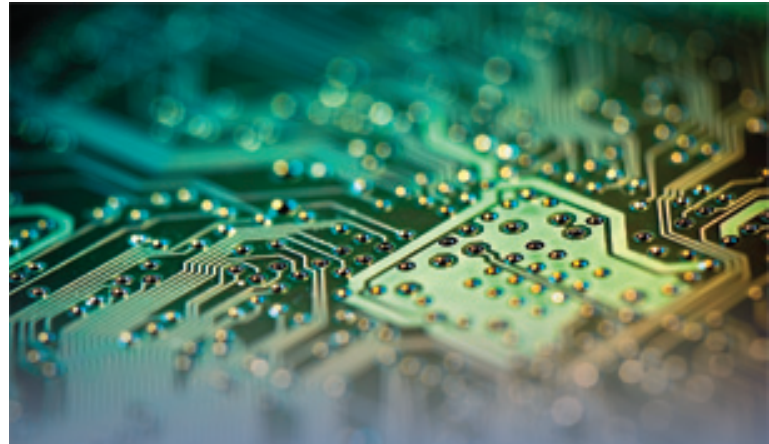
**Security and Reliability.** OneNeck's virtualization platform protects WELLS-CTI with a high-availability environment and advanced levels of security. The solution prevents data losses from infrastructure failures and allows IT resources to operate a 24/7 environment, even in the event of a disaster.

**Remote Connectivity – Network and Applications.** OneNeck allows employees to remotely access WELLS-CTI's network and business applications. They operate as if they were in the office using a secure and robust VPN connection.

**24/7 Help Desk.** OneNeck staffs its help desk with experts who understand how to quickly solve typical issues WELLS-CTI might face. All help desk support is conducted from within the U.S.A. In addition, the company's users get no pre-recorded messages. Instead, they interact with a OneNeck support person who responds in a timely manner.

Virtualization represents a fundamental shift in computing. It provides a platform for flexible, cost-efficient business applications and IT infrastructures. High levels of security, scalability, cost savings and expert service are inherent to OneNeck's cloud solutions.

OneNeck helps businesses that may not have the skills, time or desire to provision or manage a virtualized infrastructure. OneNeck provides advice and guidance to help a company improve its business capabilities and helps create, monitor and maintain a more robust IT environment.



## Company Facts

Organization	• WELLS-CTI, Inc.
Industry	• Manufacturing/Engineering
Business Challenges	• Optimizing hardware usage • Eliminating "forklift" upgrades
User Environment	• Approximately 70 users • Location(s) Served: Four
Application Environment	• Microsoft-centric environment serves email, web, SQL and active directory for both intranet and internet users. • Blackberry Enterprise Server provides mobile phone users with email access
Technical Environment	• Virtualized environment served through the OneNeck cloud • VPS Hosting & Administration • SQL Administration • SQL Reporting Services • Metered SAN & Backup • Telecommunication/VoIP Services



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