



ACS Solution Summary Strategic Alliance

Company Profile

Based in Southern California, “The Company” was founded in the early 1980’s and is one of the largest global nutrition companies with a presence in more than 90 countries.

The company’s products are designed to assist consumers in weight management, targeted nutrition, energy and fitness, and skin care. The company employs more than 7,000 people and has worldwide revenues in excess of 4 Billion dollars. To maintain its competitive edge, the company spends millions of dollars annually on product Research & Development.



Project Details

ACS was contracted by “The Company” to perform an assessment of a recently acquired data center facility. ACS was just one of several partners engaged in various aspects of a project to migrate out of an outsourced Data Center to an internally managed new Data Center facility.

During the facility assessment and gap analysis, ACS uncovered a number of significant deficiencies that previous partners had not identified for the customer.

As the project progressed, it became apparent that some of “The Company’s” existing partners were not performing up to par.

The client determined that working with multiple partners that did not have enterprise Data Center expertise would be detrimental to the overall success of the project. Due to ACS’s work on the project gap analysis, ACS was awarded a significantly more involved role in the project. “The Company” immediately realized that by working with ACS, they would receive more value and greater technical reach without increasing the project’s budget and that by consolidating vendors, they would be leveraging a deeper knowledgebase and technical resource pool.



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The Solution

One of the major contributions that resulted in forming a strategic alliance was ACS well-executed gap analysis. During the site assessment, ACS uncovered significant deficiencies in power and cooling requirements. The facility had been acquired as a data center. ACS's investigating uncovered the site was equipped more as a technical briefing center than a true production Data Center.

The critical areas in which forming a strategic alliance with ACS benefited the client are outlined below:

- Coast-to-coast representation
- Access to Hewlett Packard's largest reseller
- Highly trained technical personnel
- Enterprise technology partner
- Solid Design, planning and implementation of multiple vendor enterprise data center solutions
- Business Continuity planning
- Technology vetting by ACS and the integration center
- Project Management
- Product fulfillment
- Ability to migrate from outsourced Data Center model to an in house solution.
- Migration from propriety operating system to widely supported Linux platform.



The Results

By leveraging ACS, "The Company" was able to completely transform their Data Center operations expanding to a global solution with zero down time.

Without increasing their Information Technology spending, the client now has access to highly skilled project manager, system architects, and implementation engineers. The client's budget benefits from better discounts due to ACS manufacture partner agreements and certifications.

Instead of just having a Data Center facility, "The Customer" has global presence and a disaster recovery facility as well. Without partnering with ACS, the customer would have multiple smaller partners with limited spending power and less extensive technical resources.

ACS stepped up and provided the customer with a strategic partner that consistently demonstrated the advantages of having one vendor that intimately understands the customer's critical initiatives. ACS worked side-by-side to analyze, design, manage, test and implement the perfect solution in the customer's newly acquired facility.