

Greece's LION Group

The IT infrastructure of Lion's Group consists of various operating systems, database and networking platforms, all totally based on 22 servers accessed by 650 users, mainly for ERP and groupware.

THE CHALLENGE

In this existing network scenario, each employee required one workstation which meant that maintenance cost increased on a daily basis. In addition, data transfer between the headquarters in Athens and over 140 remote stations grew exponentially. Application updates and upgrades along with regular system maintenance through its Windows Terminal Servers was not only time-consuming but also consumed bandwidth, slowing down the network.



EXPECTED BENEFITS

- Simple and easy installation
- Centralized management
- Reduction of the Total Cost of Ownership
- Easy application updates and upgrades

The expectations

To overcome these growing obstacles, Mr. Manolis Kermitsis, Lion's Group IT Director started establishing an IT strategy, setting four main goals to achieve:

- standardization
- centralization
- consolidation
- virtualization.



VPCC for business continuity

This scalable virtual solution from NEC supports the existing infrastructure of 150 users and is to be further scaled to all 650 users in over 140 sites across Greece. The centralised IT department of the Lion Group of companies has selected NEC's VPCC (Virtual PC Centre) to expand and scale its existing IT infrastructure for three of its group companies:

- **Lion Hellas SA**, the authorized Peugeot automobiles distributor in Greece
- **Lion Rental SA**, the Greek representative licensee of German rent-a-car company, Sixt
- **Teomoto SA**, the authorized Kawasaki Motorcycles Distributor in Greece.

From its headquarters in Athens, the central IT department will also use the new VPCC set-up to support a network of the group's corresponding branches and dealerships all over Greece, totalling 140 sites and 650 local and remote users.

VPCC CAN PROVIDE YOU WITH A SECURE UBIQUITOUS OFFICE

GREECE'S LION GROUP CHOOSE NEC VPCC FOR BUSINESS CONTINUITY AND SIGNIFICANT COST REDUCTION

This scalable virtual solution from NEC supports the existing infrastructure of 150 users and is to be further scaled to all 650 users in over 140 sites across Greece.

THE BENEFITS

The simple and easy installation of all of the hardware units, as well as all of the applications was just one of the advantages of the NEC VPCC solution. The set-up now allows for easy software upgrades and updates, ease of user access to applications regardless of geographical location, even without a dedicated workstation. The system also ensures that none of the users can install uncertified software on their workstations.

Mr. Kermitis added, *"The daily data transfer for updates through the LAN has now been drastically reduced, making it easier to manage our hardware resources, reducing the total cost of ownership and license updates, for many dedicated applications. We now have a system that is scalable as we grow, allowing us to further save on hardware costs as we expand our operations."*

The group also plans to replace any existing desktop that will eventually break down or reach its end of life with a Thin Client that will connect to the VPCC system. *"The fact that the whole system is offered and supported by a single vendor gives us an integrated and reliable solution, making our IT strategy and vision, a reality,"* pointed out Mr. Kermitis.

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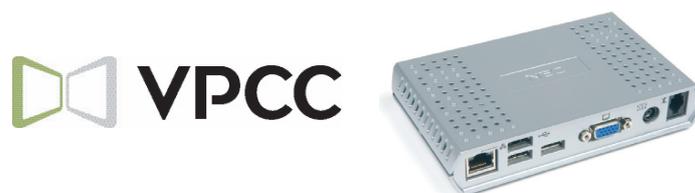
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THE SOLUTION

According to Mr. Kermitis, Lion's Group IT Director, the lack of reliable and tested thin client hardware and virtualization server software left the company's IT strategy unfulfilled, until late 2007 when NEC's VPCC was introduced by TEOTEC SA, NEC authorized distributor in Greece.

Lion's Group tested NEC's VPCC solution integrated with its thin client offer through a Proof of Concept test and decided to install its first system at the end of the successful test.

Lion's project was launched with one VPCC Virtualisation Server, one management server and 22 Thin Client devices. All of the hardware was tested in live mode within Lion's existing networking environment. The current set-up supports 150 users in the network with plans to expand this to all 650 users across 140 sites in Greece.



FUTURE PLANS

At the end of the implementation, Lion expanded its system with an additional VPCC Virtualisation server, and now, they are installing their third VPCC Virtualisation server. The group has plans to extend and expand its VPCC system to the whole network replacing all of its old technologies related to physical PCs and terminal services software.

"To overcome these growing obstacles, we started establishing an IT strategy, setting four main goals to achieve: standardization, centralization, consolidation, and virtualization. Our original vision was to get rid of all PCs and replace them with thin client technology, centralizing and consolidating of all our distributed hardware and software resources".

Mr. Manolis Kermitis, Lion's Group IT Director

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