

## Technology modernization delivers business value and cost savings

UK engineering leader NG Bailey counts on the high performance, flexibility and simplicity of Dell EMC VxRail to help boost its business value and ensure significant cost savings.



### Business needs

NG Bailey was investing considerable time and effort into monitoring and managing a complex, multi-vendor ICT infrastructure, while dealing with an increasing number of incidents. The firm wanted to consolidate and modernize using a hyperconverged platform that was simpler, highly available and flexible to help the business grow rapidly.

### Business results

- £400,000 in reduced data center costs over 5 years.
- Complex financial transactions completed in seconds, rather than up to 2 minutes.
- 75% less time devoted to infrastructure management and resolving incidents.
- Improved flexibility in meeting operating needs and growth demands.
- Failover between data centers in hours rather than days or weeks.

### Customer profile



Engineering | United Kingdom



IT | United Kingdom

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**Neil Florence**

Head of Systems and Infrastructure,  
ICT Group NG Bailey

### Solutions at a glance

- [Dell EMC VxRail Hyperconverged Infrastructure](#)
- [Dell EMC PowerScale](#)
- [Dell EMC PowerProtect DP series appliances](#)
- [Dell EMC RecoverPoint for Virtual Machines](#)
- [VMware vSphere](#)

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Head of Systems and Infrastructure, ICT Group NG Bailey

Founded a century ago in 1921, NG Bailey has grown from a small electrical contractor into an industry-leading engineering firm that has been instrumental in building some of the most innovative and groundbreaking projects across the UK.

A critical aspect of any job is using the latest tools and technologies. Recently, NG Bailey recognized that its own technology infrastructure needed a major facelift. Its mix of servers, storage and networking from various vendors was complex. In addition, the Information and Communications Technology (ICT) team was devoting an average of one employee's entire day each week to resolve an increasing number of incidents.

“We were having to babysit the old environment a lot,” says Neil Florence, head of systems and infrastructure for NG Bailey’s ICT Group. “Dell EMC VxRail has reduced the time one staffer spends dealing with incidents and keeping the lights on from over 20% to less than 5%.”

## Creating a cloud-like model

VxRail provides NG Bailey with a modern platform it can cost-effectively grow with over time. The firm has worked closely with Dell Financial Services to take advantage of APEX Flex on Demand, a cloud-like model that enables it to efficiently consume resources and manage costs — setting the firm up to move more operations to a hybrid cloud environment in the future.

NG Bailey relies on a six-node VxRail cluster in each of their two data centers to handle a range of workloads — including enormous Oracle databases. These databases have been much more stable than they were running on its previous infrastructure — with far fewer incidents since migrating to the Dell Technologies HCI platform. VxRail also allows the ICT team to move databases within its virtual environment as needed, which wasn’t possible before.

“We have a whole different mindset,” Florence explains. “We no longer have to dedicate someone to continually check for new versions, drivers and more. The VxRail hyperconverged infrastructure integrates and simplifies everything, so we can focus on what the platform can do for the business.”



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“We’ve reduced both our data center footprint and related requirements — saving £400,000 in data center costs alone over five years thanks to VxRail.”

**Stephen Firth**  
Infrastructure Manager,  
ICT Group NG Bailey



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