



Case Study

Rinus Roofing Supplies



Rinus Roofing is a forward-thinking business that has recognised the real value of technology and the part it can play in improving efficiencies and generating growth. Established in 2007, Rinus Roofing Supplies provides roofing goods to independent contractors across the UK.

With a £40 million turnover and 100 employees across 19 locations (21 by the end of 2017), Rinus has experienced significant growth in line with the buoyant UK housing market. The company partnered with LIMA in 2017 following increased demand for an IT partner able to provide the guidance and support Rinus needed to harness the power of technology as a growth enabler.

Key challenges

- Managing growth in terms of the immediate and future IT requirements, as well as benchmarking against other IT providers
- Business growth placing a strain on infrastructure.

Technology solutions

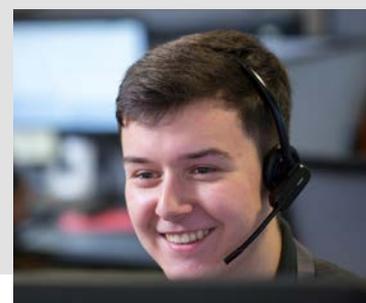
- NetApp, HP and VMWare
- Monitoring
- LIMA PROACTIV Managed Service

Results at a glance

- Increased knowledge of IT systems and how they can support growth
- Updated infrastructure hosted in external data centre
- Improved Disaster Recovery
- Seamless transfer of systems with zero disruption
- Transferred hardware into a new data centre
- Managed support of complete infrastructure

“Moving away from our previous supplier was a big decision and a real step into the unknown for Rinus. However, the LIMA team, with their technical knowledge and down-to-earth approach, really helped us manage this change. LIMA has continued to exceed expectations by implementing the right technology for our business.”

Ian Lee
Managing Director, Rinus Roofing



Technology tailored to you.

LIMA's Methodology

Four simple steps to more intelligent technology



Understanding more than the technical needs

Rinus Roofing's progress led to the company outgrowing its IT systems, which comprised of three physical servers that were supporting 100 users across 19 sites. This continuous growth caused inevitable strain on the company's infrastructure and back-up solutions.

Rinus also wanted to develop a greater understanding of IT and how technology could support and lead business growth. The company needed an IT partner that was able to look into what they actually needed in both the short- and long-term, and more importantly, one that was able to communicate this in a manner that would enable them to make more informed decisions.

Providing comprehensive support

With no internal IT resource, Rinus knew its improved infrastructure required a managed support service to ensure the smooth running of its systems and help eliminate downtime. LIMA's managed service means our team can manage the company's infrastructure, taking care of all maintenance and upgrades around the clock. Additionally, the Rinus team is able to log any issues with LIMA, and our Monitoring solution provides visibility on any potential issues that can then be flagged and solved before they turn into problems.

Migrating to an off site datacentre

Rinus Roofing selected LIMA as its IT partner after our team was able to demonstrate the business benefits of an improved infrastructure in a manner that was completely transparent and jargon-free.

LIMA got started by moving Rinus' existing system onto new hardware and into an external data centre, all achieved with zero disruption to the business. This set-up immediately improved disaster recovery, so that in the unlikely event of a system failure, they are able to get back up and running a lot faster in comparison to the previous physical server environment.

Looking beyond immediate requirements

An ambitious business, Rinus has major growth plans and LIMA has been able to help the team understand the vital role that technology plays and why scalable solutions are absolutely key for any investment in IT. With phase one of the infrastructure project complete, Rinus continues to work closely with LIMA to identify and implement the right technology to propel the business even further.

We'd love to hear from you.

If you have a question you'd like to ask, we'd love to answer it.

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