CASE STUDY

TURNER INDUSTRIES GROUP PIVOTS TOWARD HYPERCONVERGENCE FOR UNLIMITED GROWTH

THE CLIENT

Turner Industries Group, LLC

www.turner-industries.com

Founded in 1961 in Baton Rouge, LA, Turner Industries Group, LLC (Turner Industries) is a privately owned heavy industrial services organization providing turnkey solutions out of its four main divisions: construction, fabrication, equipment and specialty services. Turner Industries provides specialized services to industries such as chemical, petrochemical, energy, paper and pulp, power generation and refining, among others.

THE CHALLENGE

An organization with a history of leveraging technology to improve efficiencies and increase job-site safety, Turner Industries needed to modernize and simplify a traditional Tier 3 infrastructure. They had to relocate their production data center and establish a disaster recovery (DR) solution on an aggressive timetable with no downtime.

THE SOLUTION

Leveraging Sirius' technical expertise, broad solution portfolio and top-tier partnerships with leading technology manufacturers, the client pivoted away from heritage technology vendors in a formal request for proposal (RFP) process. Sirius proposed a hyperconverged IT ecosystem that would meet the client's present and future needs while mitigating risk, providing cost savings and freeing up internal staff for strategic projects—all on an aggressive implementation timetable and without any downtime.

> "Sirius proved to be a one-stop-shop for our data center needs."
>
> Durel Braud, Chief Information Officer, Turner Industries

THE BENEFITS
- Sirius met the client's aggressive timetable, delivering new equipment just six weeks after initial talks.
- Two new data centers were in place before the onset of the June hurricane season.

THE ROAD TO MODERNIZATION

Turner Industries was exploring modernization of its Tier 3 infrastructure in both their production and disaster recovery data centers when Sirius was engaged in January 2019. At this time, the organization was gathering independent bids for data resiliency, infrastructure, networking and security. Sirius proposed acting as a dedicated integration advisor to ensure the selection of complementary technologies across the stack, including a design led by Sirius' highly certified engineers that would address Turner Industries' present and future needs while mitigating risks and lowering costs.

The process began with architectural workshops attended by Sirius consultants and the client's technical and line-of-business leaders. During the workshop, Sirius and the client explored policies and planning, ideal end-state needs, data center migration plans and the process to evaluate "best fit" technologies. The workshops provided information needed by Sirius engineering experts to provide design expertise on the new enterprise infrastructure, as well as implementation steps and migration plans.

All this led to the creation of a request for proposal (RFP) document ready for delivery to a list of manufacturers capable of meeting or exceeding the client's requirements around infrastructure, networking, security and data resiliency. Using Sirius as the focal point for all communications saved valuable time for the client's IT resources. Sirius also directed the design so that collaboration among partners on every technology was in harmony throughout the stack for this wholesale change to the client's IT ecosystem. Sirius used the RFP process and its relationships with partners to ensure the most competitive price points. Once the determinations were made on the technical solutions, Sirius continued to manage communications and provide technical oversight of the project. The project was a success according to the Turner Industries Director of Information Security Scott Gautreau. "We completely transformed our data centers from a traditional architecture to a hyperconverged infrastructure that allows us to continue to expand and seamlessly switch between data centers in case of a disaster or some other necessity."

Sirius Director of Sales and General Manager Chris Wolfe added, "Instead of the architecture and cost of the solution being driven by predetermined technologies, our client relied on Sirius to define requirements and evaluate technologies to obtain a short list of complementary technologies across the stack that would serve their unique needs. We're very pleased that our client got the best solution with the least risk at the lowest possible cost."

THE RESULTS

- A solution was designed in collaboration with the client and Sirius engineers, and included technologies from Nutanix, VMware, Rubrik, Juniper, Palo Alto Networks, A10 Networks, and Citrix. This allowed the client to revamp the way they configure, manage, monitor and operate their infrastructure while meeting business requirements, providing a significant return on total investment, and freeing technical resources to focus on line-of-business needs.
- The solution was implemented within deadlines and with zero downtime.
- Sirius was able to validate and recommend technologies that would serve the precise needs of the client.

Visit **www.turner-industries.com/news-media/turner-industries-newsletter/** to learn more about Turner Industries in the Turner Industries Company Magazine and watch this short video **(https://sirius.wistia.com/medias/4cngvgu57r)** to learn more about Turner Industries' modernization project.

SOLUTION COMPONENTS
- A10 Networks® firewall protection
- Juniper® routing and switching
- Palo Alto Networks® next-generation firewalls
- Rubrik® data management protection
- VMware vSphere® running on Nutanix® hyperconverged infrastructure
- Sirius' ongoing engineering and consultation services

ABOUT SIRIUS

From assessment and architecture to configuration, implementation and optimization, Sirius helps you achieve the most efficient, cost-effective, reliable and scalable IT infrastructure possible. Visit us online at www.siriuscom.com to learn how Sirius can help you manage your operations, optimize your IT, secure it all, and transform your business. Then call Sirius at 800-460-1237 to schedule a discussion of your needs.