

CASE STUDY

Computer Associates (CA)



COMPANY OVERVIEW:

Computer Associates (CA) is a global IT management software provider, with headquarters in the U.S. and 150 offices in more than 45 countries. CA's iLumin Professional Services division is a leader in the data migration/e-mail archiving solutions field. Located in Herndon, Va., CA handles some of the largest U.S. banks' data archival and systems migrations to current technologies.

BUSINESS & TECHNOLOGY CHALLENGES:

CA manages multiple client projects simultaneously in various locations. CA consultants work under tight deadlines and budgets and often need IT equipment delivered quickly to a client location, which they need to use for time periods ranging from several months to a year or more. CA was having trouble finding an IT solutions provider who could deliver custom configured equipment within the specified timeframes, at a price that was within budget.

THE CANVAS SOLUTION:

Through its "on-demand" rental program, Canvas Systems has been providing a wide range of fully configured hardware solutions – everything from Dell storage and servers to a variety of HP optical storage devices – to CA client locations for the past two years. Thanks to its extensive on-site inventory, Canvas Systems is able to configure and ship rental equipment next-day to companies like CA for time periods ranging from three months to over a year. Canvas' ability to deliver fully configured solutions to multiple locations throughout the U.S. on short notice continuously enables CA reach their project completion goals.

MEASURABLE RESULTS:

Canvas Systems' rental program provides CA consultants with quick access to needed equipment in order to complete client projects on time and within budget. CA can now allocate hardware resources based on project demands "as needed".

TECHNOLOGIES USED:

- Dell Servers
- HP Storage
- Microsoft Windows Server

SERVICES RENDERED:

- Integration Services
- Rentals

"Canvas has become a trusted partner and advisor in the work that we do...here at CA. Canvas supports our needs with character, professionalism and an outstanding attention detail. Short term, long term, and most of all "short notice" needs are delivered on target by Canvas."

Brian Overman

*Director, Delivery Management,
Computer Associates*