

Interactive cloud catches manufacturing giant.

Managed services division nabs lucrative deal with Aperio.
Spandas Lui 29 January, 2010 12:38:00

IT services provider, Interactive, has netted a cloud-based managed services deal with packaging manufacturer, Aperio.

Interactive has done IT hardware maintenance for Aperio for the past two years and both parties entered into discussions about a managed services relationship nine months ago.

Aperio originally ran its IT infrastructure out of its Chester Hill plant, which handled communications and data distribution for the company's network of Australian factories.

Bottlenecks in the network were common and a technology refresh was due, the company said. Aperio eventually decided to hand its IT management over to Interactive.

The managed services contract runs for three years and will see the IT firm supply infrastructure-as-a-service (IaaS).

Thirteen virtual servers will be running off Interactive's VMware Virtual Farm, with all data from Aperio's Chester Hill site replicated to one of the service provider's datacentres.

Interactive business solutions group director, Brad Wells, said the agreement with Aperio provides a secure and environmentally friendly solution.

"We are a green datacentre and as such people can get carbon credits from us instead of their own datacentre, which chews up a lot of power," he said.

The client will retain control over IT assets and customise these according to business needs, Wells said.

"This is not a customer-to-vendor type relationship, this is a partnership and it is essential when you're doing cloud computing," he said. "If people go out and try to by the cheapest solution from the big guys, they are going to become a small fish in a big pond.

"This cloud service has been with us for 2-3 years and it grows with the customers."

The value of the contract was not disclosed but the IT firm said it was a significant deal.

Interactive has been a hardware maintenance and managed service provider for 22 years with 1400 customers under its wing. Its maintenance expertise covers vendor equipment including IBM, Dell, Sun, Cisco and HP.