

INTERROUTE CASE STUDY

SECTOR: **MANUFACTURING**

SERVICE: **INTERROUTE UNIFIED ICT**

**Scabal finds
Interroute's cloud
a perfect fit.**

Luxury menswear clothing manufacturer Scabal migrates its IT infrastructure to Europe's largest cloud services platform, enabling the company to focus fully on its core business: producing high quality fabric and suits.



The Scabal Group, founded in 1938, designs, creates, manufactures and markets menswear fabrics and made-to-measure suits. The privately owned company employs 600 people, including 120 at its headquarters in Brussels, Belgium. The company is represented in more than sixty countries. Scabal fabrics are worn by celebrities such as Barack Obama, Daniel Craig, Tom Cruise, David Beckham and Robbie Williams. The company used to focus mainly on B2B sales through a network of resellers. Recently the company has opened stores in high-end areas in various major cities. Both London and Brussels have a flagship store, selling cloth and garments, while Milan, Basel and Paris have points of presence where suits are sold. The company also has plans to expand its online sales, by offering measuring tools and options to contact a nearby store.

Tailored for the cloud

Faced with the challenge of moving its entire physical IT infrastructure to its new headquarters in Brussels, Scabal chose instead to migrate to Interoute's high performance cloud platform. José Largo, IT Director of Scabal: "Through the years we accumulated a lot of hardware which is now at the end of its lifecycle. We could of course replace all our servers, switches, endpoints, cooling, UPS, power supplies and diesel generator, but it would be a major investment. Besides, we had one office and two IT suites, one for disaster recovery. In our new office, there was no room for a disaster recovery suite."

Once Scabal calculated the cost of the move, including hardware replacement, maintenance and man-hours the team came to the conclusion that outsourcing could be a good option. An external, non-shared IT infrastructure would offer better performance, scalability, up to date software, availability and would take fewer man-hours. The IT department, with eight staff, used to spend a lot of time trying to keep the systems working. They can now focus fully on IT support for Scabal's core business: offering high quality suits and fabrics and the customer service for which it is famous.



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José Largo, IT Director, Scabal.

Interroute's integrated cloud solution offers the data centre flexibility Scabal needed for growth.

A tender in just two days

Largo: "We were in talks with several IT service providers and at the last minute we discovered Interroute. They came up with a tender in just two days, where other providers took three weeks. Their offer was easy to understand and competitive in pricing, quality and implementation time."

Scabal chose to migrate to Interroute's high performance cloud platform. The IT service provider implemented 39 dedicated virtual servers and one physical server for Scabal's demanding Oracle database. Interroute also supports Scabal by providing cloud-based telephony, video communication, system integration and centralisation of the company's internal helpdesk. Interroute further offers a scalable and reliable managed hosting platform, which is fully integrated into its pan-European network.

Internal communications across all sites in an instant

The fashion industry is fast-paced and competitive. Moving to Interroute's high-performance cloud platform means Scabal's design, procurement, marketing and other departments can share rich images, video and the data they need to do their jobs, quickly and securely. As Scabal moves to take advantage of the many benefits cloud computing can offer, including greater integration, scalability and flexibility, it is also ensuring that it continues to deliver excellent quality and service to its customers.

State of the art services

The Interroute account team is continuously at Scabal's disposal and offers the company a local commercial, operational and technical point of entry into the Interroute organisation for any requests they have and actions they require. The service level Scabal opted for includes an ITIL experienced Interroute technical manager, based at the Interroute data centre where Scabal's Infrastructure is hosted.

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Interoute's integrated cloud solution offers the data centre flexibility Scabal was looking for, taking into account its ambition to grow further. The solution includes everything in a single flexible service model,

like antivirus monitoring and full backup and storage. Scabal is now able to carry out a backup every day or every hour, without any effort. A state of the art monitoring system from Interoute is in place to prevent any disruption to Scabal's business functions. At the same time, Interoute hosts a range of technology services and unifies Scabal's communications – from VoIP and video conferencing to expanding its corporate WAN.

“Now I sleep better and can even go on holiday,” smiles Largo. “You just never knew if everything was still running when you were out of the office. Also, the management has a clear view of the IT budget. We were able to move from a traditional IT department to an IT business support department. Fully focusing on IT that supports our core business: high quality fabric and suits.”

About Interoute

Interoute Communications Limited is the owner/operator of Europe's largest cloud services platform, which encompasses over 70,000 route kilometres of fibre, 12 data centres, 14 virtual data centres and 31 colocation centres, with connections to 195 additional third-party data centres across Europe.

12 Data Centres

14 Virtual Data Centres

31 Colocation Centres

70,000 route kilometres of fibre

Engineered for the ambitious.

Its full service Unified ICT platform serves international enterprises, as well as every major European telecommunications incumbent and the major operators of North America, East and South Asia, governments and universities. These organisations find Interoute the ideal partner for computing, connectivity and communications and developing new services.

Interoute's Unified ICT strategy has proved attractive to enterprises looking for a scalable, secure and unconstrained platform on which they can build their voice, video, computing and data services, as well as service providers in need of high capacity international data transit and infrastructure. With established operations throughout mainland Europe, North America and Dubai, Interoute also owns and operates dense city networks throughout Europe's major business centres. For more information visit www.interoute.be. Follow us on Twitter: @InterouteBE.

To find out how Interoute can help you with your Unified ICT requirements contact sales on +32 2 761 65 00 or email: info@interoute.be

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