

R-GROUP INTERNATIONAL

R-GROUP INTERNATIONAL DIVERSIFIES CUSTOMER OFFERING WITH HUAWEI



KEY FEATURES

End to end
IT solution
partner

Unified storage
to support
both block
and file in one
controller

High density
server with
flexible
configuration
of the node



BACKGROUND

R-Group International is an Australian systems integrator and telecommunications provider that uses Huawei services and equipment extensively in the systems and infrastructure the company builds for its clients. As R-Group International has expanded its offerings, it has employed a wider range of Huawei systems across its entire range.

Over time it has expanded into IPTV, cloud services offerings, and expanded its managed services offerings into hosted environments such as voice systems. Huawei is R-Group's trusted partner for the delivery of its full range of products and services.

KEY CHALLENGES

With such diverse offerings, R-Group's biggest challenge is reliability. Of particular concern has been the management of systems built out of equipment from multiple vendors, with different support agreements and variable product quality.

Another important challenge has been scalability. Over time R-Group has found that many of the products it has used to build its solutions, have not been capable of scaling as its products and services have grown.

Also important has been performance and in particular the ability to optimise the capabilities of the high density server racks that are increasingly required on client premises, where space is often at a premium.



SOLUTION

To support its clients, many of whom are in remote locations, R-Group has developed a sophisticated and reliable cloud infrastructure network. This has involved an expansion of its telecommunications services to cloud-based technology, building a common infrastructure capable of providing additional managed services to its customers.

Chris Markovic, Technical Director at R-Group, said that building a common framework has added real value to the network. "We want to provide expanded cloud services which use common APIs and open standards. This enables us to build an infrastructure that can grow with us as we scale up our customers," he said.

To achieve its aims R-Group is employing Huawei products in its data centres and on its client's premises. It uses Huawei E Series blade servers for clients and FusionServer X6800 Series high density servers in its own data centres, which Mr Markovic said provides strong capacity for growth.

"Using the X6800 series blades means we have a similar architecture to that being used by Ali Baba and Baidu," he said, referring to the giant Chinese online retailer and social network. "This gives us the capacity to scale up the compute and gives us flexibility about how we deploy the infrastructure in different data centres."

R-Group has also deployed Huawei CloudEngine 6850 Series data centre switches, running in a stacked configuration for redundancy, which communicate through to the OceanStor S5500 Series V3 SANs.

"These are a fantastic set of platforms, which enable us to do synchronous active-active replication between data centres," said Mr Markovic. "Huawei's infrastructure and reliability are superb, and the price point is fantastic."

" HUAWEI'S PARTNER SUPPORT HAS BEEN VERY ENGAGING, PROVIDING EXCELLENT RESOURCES FOR TRAINING AND EDUCATING OUR STAFF... "

We were always impressed with Huawei at the carrier level, so it was natural that when Huawei brought out its server line we found the same level of build quality and service support that we expected from a carrier level product, but in an enterprise level solution. And the service and maintenance has been second to none."

FUTURE DEVELOPMENT

In 2013 R-Group became Huawei's first enterprise value-added partner in Australia, a relationship that Mr Markovic sees growing even stronger in the future. "When Huawei released its enterprise server series we found that there was a hole in the market. We saw an opportunity to engage closely and evangelise Huawei in the Australian market and demonstrate to the market how effective its products are.

"We intend that Huawei and R-Group will grow strongly together over time. As Huawei becomes more recognised in Australia we see added value in the extensive training our staff has undertaken. Over time the cooperation between R-Group and Huawei has been very close. We have worked very well together.

"Huawei's partner support has been very engaging, providing excellent resources for training and educating our staff, and Huawei has also provided the tools to be able to win business effectively."

ABOUT R-GROUP

R-Group is a Perth based systems integrator and telecommunications provider specialising in Microsoft Skype for Business (formerly known as Lync) and communications solutions such as VoIP, data and Internet, private mobile networks and videoconferencing.

It also has an advanced Digital Village practice, a collection of information systems designed to help manage the safety and comfort of those who dwell in remote worker villages, including systems such as access control, digital signage, entertainment, telephony, and monitoring and reporting.

