



**“Axon’s new
Virtual Data
Centre delivered
well priced,
robust disaster
recovery – fast,”
says Workbridge CFO
Mike McCowan.**

“We bought the outcome we wanted.”

Application Platforms/Service Management Axon’s state-of-the-art Virtual Data Centre, combined with Axon’s Managed Services, lets customers achieve the right blend of on-premises and off-premises infrastructure best suited to their business. This scalable, robust and adaptable IT infrastructure enables customers to improve efficiency and service levels, reduce complexity, lower their total cost of ICT ownership over time, increase revenue and drive business results.

Axon helps customers extract maximum life from existing infrastructure through smart use of virtualisation, sophisticated desktop control, and using virtual data centre services to soak up peaks in demand. For more information visit www.axon.co.nz

Workbridge CFO Mike McCowan used Axon’s market-leading Virtual Data Centre to achieve rapid provisioning of a core services disaster recovery solution. Workbridge avoids both the capital cost and the ongoing work of managing, monitoring and maintaining its own system. Workbridge has also gained an easy optimisation path for its production environment, with the option to take on as much – or as little – management responsibility as it decides.



Buying an outcome, not a system

Workbridge has achieved rapid provisioning of a disaster recovery solution, using Axon's Virtual Data Centre to avoid the capital cost and ongoing investment in managing its own system – simply purchasing the outcome it needed.

Axon's Virtual Data Centre has some similarities to the concept of mainframe computing, but shares the investment in infrastructure across a great number of clients over time. This makes the range of managed services it offers highly cost-effective.

Thanks to advances in virtualisation, the Virtual Data Centre delivers true utility computing. The 'always there, always on' nature of the Virtual Data Centre enables extremely rapid provisioning of services.

Customers rent the Virtual Data Centre real estate, and connect into it using their preferred method. They can manage it themselves if they choose, or opt for a fully managed service.

Axon uses Microsoft technology to deliver a keenly priced disaster recovery solution, fast. SQL Services provides a 'best of breed' replication process. As a specialist in database management, SQL Services adds robustness to the managed service.

For Workbridge, highly available core applications – including financials, payroll and Pathfinder – are contained inside the Virtual Data Centre, and served up to both Workbridge and the Axon Service Desk via web and mobile access. Availability of the Workbridge network was critical, and the customer chose a fully managed service. Even if a Workbridge office were to fail totally, it would still be able to run core applications.

The Virtual Data Centre is proving a smart alternative to owning and running hardware and software internally. By leveraging Axon's scale and replication, Workbridge has controlled and reduced its total cost of ownership. It has used only operational expenditure, incurring no capital cost. It now also has the option to add data, test new technologies away from its production environment, or run its whole environment in the Virtual Data Centre.

As part of the managed service, Axon continues to improve and streamline the Workbridge environment.

“We can now use the virtual platform to optimise our production environment whenever we choose, which is a major bonus.”

**– Workbridge CFO,
Mike McCowan**

Combining capabilities to provide tailor-made solutions

Axon accesses a full range of capabilities to create tailor-made solutions for customers. For Workbridge, Axon provided a solution incorporating state-of-the-art Application Platform capabilities in a full Managed Services context.

Axon's full suite of infrastructure managed services spans ITIL-compliant Service Desk and incident, problem, change, capacity and availability management, asset and PC/notebook management, Procurement and Lifecycle management. Axon offers unprecedented flexibility in delivering infrastructure managed services. We can provide a fully outsourced service or work with your team to provide a blend of in-sourced and outsourced services, depending on your business needs. We offer New Zealand's first BMC ITSM 7 service desk for incident, problem and change management, and BMC's Performance Manager for availability and capacity management. All are available for use by internal teams via our software as a service platform.

For more information about Axon's capabilities visit www.axon.co.nz