

**INDUSTRY** Construction Services

**CHALLENGE** Headquartered in Carmel, Indiana, Gaylor, Inc. (Gaylor) is a leading electrical contractor with offices across the country and the capability to meet virtually any electrical construction need. As a company experiencing 20-30 percent annual revenue growth, Gaylor sought to upgrade its IT infrastructure to support and maintain this expansion.

“Historically, we had been relying on physical servers with local storage,” said Jim Savage, CIO of Gaylor. “But in order to maintain our growth, we needed a solution that would give us more flexibility and scalability. We wanted to give our server and data storage infrastructure a real overhaul.”

**SOLUTION** Gaylor turned to TLS.NET, Inc.—an Indiana-based provider of Telecommunications and IT consulting services—to help transform its IT infrastructure. “TLS took the time to understand what our company’s challenges were, and then crafted a solution that was unique to our needs,” said Savage. “We were very impressed with their consultative approach.”

As part of the overall solution, Gaylor utilizes two physically separated LeftHand SAN clusters located at TLS’ data centers in Indianapolis and Columbus. LeftHand’s easy-to-deploy and easy-to-manage SANs provide storage for mission-critical applications like Microsoft SQL and Microsoft Exchange that have been virtualized using VMware software. “If you’re going to implement a virtualized server environment, you need to have the right storage infrastructure—and LeftHand provides that piece of the puzzle for us,” said Savage.

**BENEFITS** For Gaylor, LeftHand’s ease of administration helps ensure that scalability is no longer an issue. “The process of acquiring another LeftHand storage array and adding it to the existing cluster at our primary data center took minutes, literally,” said Savage. “It was a very simple procedure.”

This flexibility makes Gaylor more nimble in an ever-changing business environment. “Suppose we’re launching a new branch in six months and need to be able to provide the server and storage infrastructure to support it,” said Savage. “Well, VMware lets me provision new virtual machines in matter of minutes, and LeftHand lets me adjust storage on the fly to accommodate those virtual machines and provide a layer of redundancy and business continuity. Having that kind of speed and responsiveness is key for a business like ours, which has grown from a small, local company to a nationwide one in a relatively short amount of time.”

**FUTURE PLANS** “At this point, I think the writing’s on the wall: virtualization is the way of the future,” said Savage. “As our business continues to grow, we are going to continue to expand our VMware and LeftHand infrastructure. The interactions between those two solutions are going to be the foundation of our server and data storage infrastructure going forward.”

### GAYLOR, INC.

11711 North College, Suite 150  
Carmel, Indiana 46032  
(800) 878-0577  
www.gaylor.com

*“LeftHand’s SANs provide the scalability and flexibility to support our growth, so that our employees can spend their time meeting our customers’ needs, rather than worrying about what kind of technology we have running behind the scenes.”*

- Jim Savage  
CIO  
Gaylor, Inc.

**GAYLOR**<sup>®</sup>



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