

### Case Study

Axin Global

### Industry

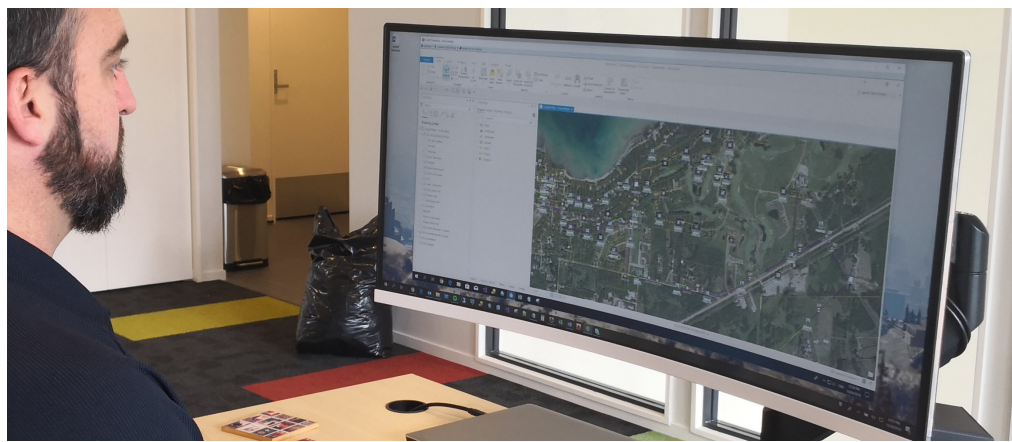
GIS Design

### Customer at a Glance

- 8 vGRID Enterprise Servers
- Premium Backup (incl off site)
- 16 vGRID GPU Desktops
- vGRID Hybrid HE40
- Microsoft Platform Licensing
- Microsoft Office 365 Licenses
- vGRID Exchange Mail
- vGRID File Sharing
- vGRID Azure AD Sync

## Powerful Partnerships Delivering Hybrid Cloud

From its inception, AXIN Global knew that in order to compete in the global world of telecommunications it would need world class IT infrastructure. It also knew that as a telecommunications network solutions provider based in New Zealand with clients around the world it would need the capability and flexibility to scale its IT capability as projects were completed and new projects came on board.



### Customer Overview

Established in 2016 to service the growing international “fibre to the ‘x’” market, AXIN Global leverages advanced technologies, as well as the decades of experience of its 35 GIS and design specialists, to provide its customers with FTTx network solutions.

With customers ranging from large scale telecommunications providers to rural electricity cooperatives, AXIN Global needs to be able to flex and respond to different client needs across a range of projects and services.

AXIN Global offers a unique set of capabilities that allow it to provide high quality scaled fibre to the premise solutions faster and more efficiently than its competitors.

The AXIN Global team has been designing and delivering FTTx solutions for more than a decade and brings more than two centuries of combined telecommunications experience gained from around the world to the table.

### Challenge

Delivering an agile yet robust IT platform to support its business operations in the US, Canada, South East Asia and the

South Pacific from New Zealand was a key objective of the project, and ensuring business flexibility was central to the overall systems solution design was critical, says founder and CEO, Chris Lysaght.

“At any one point in time we can have people operating throughout New Zealand and across the world, but for now it’s important that our key intellectual property resides here in New Zealand. To make that work we wanted a local provider with the ability to change as we change.”

Security and the management of data and intellectual property, both AXIN’s and its customers’, was essential and with different rules in place for different clients in different countries, knowing where the data will be housed is vitally important.

Despite, or perhaps because of, the team’s extensive experience in telecommunications, Chris knew he didn’t want to build a local in-house IT department. Instead, Chris and AXIN’s General Manager Finance & Technology, Nick Mills, approached vGRID to provide the solution.

“For the obvious stuff the big operators are fine, but when you need specialist support as we do, when your brand depends on your ability to operate, then you call in the specialists.”

- Nick Mills, General Manager Finance and IT, Axin Global

## Solution

The wide range of IT needs and distributed nature of the workforce in AXIN Global made it a perfect candidate for a hybrid cloud solution. Combining cloud with the on-site appliance brings unparalleled flexibility and scalability to the business. Delivering IT services where they are needed, when they are needed.

The hybrid approach results in the best of both worlds. Specific IT requirements can be moved to vGRID where the agile cloud computing environment can keep pace with dynamic requirements and leverage rapidly evolving technology advancements that ensure reliability and performance. Meanwhile user security and the very large file systems of GIS design can be replicated to on-site storage for speed and offline use. vGRID solved the challenge with three core platforms that blend on-site and off-site capability.

First, vGRID Hybrid Appliance, HE40. Leveraging the HPE Proliant Microserver hardware platform, this unit is the on-site device that takes care of Active Directory, File and Print services. The HE40 is an appliance running Windows Server 2016 along with a special vGRID Service that ‘phones home’ and provides a dashboard view of the configuration and status at all times.

Second, vGRID Cloud Services. The core of the information services platform operated by AXIN Global is hosted on the vGRID platforms centrally. This includes eight servers, email and licensing for all users and remote file sync. The on-demand nature of the vGRID platforms allows the business to expand and contract as needed. Adding new users takes only minutes. The central platform includes Active Directory and file stores as well as database and application servers to support the design functions of the business.

For Chris and the team at AXIN, availability and up-time are essential as the clients AXIN deals with don’t take kindly to outages. That meant doing more than just email, printing and browsing capability.

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The job of ensuring the company stays up and running falls on general manager of finance and technology, Nick.

“We have developed GIS tools and solutions based on the ESRI stack. That’s quite different to a standard design company and means we need a lot more processing capability on larger jobs,” says Nick. For vGRID that meant designing a solution that would deliver high-end processing requirements in remote locations.





Enter the vGRID GPU Accelerated Desktops. Alongside the cloud services platforms, AXIN utilises high performance vGRID GPU Desktops for GIS design work.

These desktops make use of NVIDIA Pascal GPU technologies to deliver the performance needed for 2D and 3D design applications. With GIS designers based in multiple remote locations, the vGRID solution makes it easy – two factor authentication and central management of each desktop ensures the business has full control at all times.

Security of systems and data is critical to business and vGRID takes security seriously. Best of breed systems and operational polices combined New Zealand based cloud platforms.

Access to the desktops is secured by two factor authentication and users can connect from anywhere in the world. A key benefit of this model is all data remains within New Zealand at all times.

Being able to add new staff and new processing capability or reduce it as projects reach their completion dates was essential to AXIN's business model, so vGRID built in plenty of flexibility allowing AXIN Global to turn the tap up or down as required.

## Results

AXIN Global has grown from day one and now, with more than 35 staff on hand, is taking on new challenges around the world. With vGRID as its partner, Chris says AXIN is going from strength to strength.

“vGRID are keen to try new things and work together. We ‘fail fast’ and throw things away if they don’t work. Because a number of our team are actively mobile or work remotely we have a huge requirement to work offline and in a mobile way and vGRID gives us that ability.”

From a cost management perspective, Nick says vGRID has delivered. “From a financial point of view it allows us to move quickly. We don’t have that initial capital spend and we can move quickly and grow.”

And as for using a New Zealand-based provider for global support, Chris says he has no qualms on that front.

“We can have a frank conversation with them and say ‘this is what we need’ and if something doesn’t work as expected it gets sorted immediately. We have put them under pressure to spin up quite quickly and they’ve done it for us in days, not weeks,” says Chris.

Learn more at  
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