



CASE STUDY · COMMERCIAL

A growing communications provider scales its data center to keep pace with new contracts.

Every new contract needed more compute and storage, and backups ran on an outdated tool. Weaver expanded the existing Dell environment with VxRail and PowerProtect, adding cloud storage tiering.



CUSTOMER

Communications
Provider,
Texas

INDUSTRY

Communications and
Data Hosting

PARTNERS

Dell Technologies
Wasabi Cloud

PROJECT TYPE

Infrastructure expansion
and backup refresh

THE CHALLENGE

Growth that outpaced the infrastructure.

The provider is a Texas-based communications provider serving county and local government customers. New contracts have driven rapid growth, and the business needs infrastructure that can scale quickly to meet customer demands.

The existing environment could not keep up. Each new contract required additional storage and compute resources, and the team had to add capacity fast enough to meet contractual service levels.

Data protection was a second concern. Backups relied on an antiquated solution with limited security capabilities, and the organization needed a more scalable, secure and simpler data protection strategy.

THE STARTING POINT

Every contract

Each new customer contract required more storage and compute

Contract SLAs

Service levels that depended on capacity being ready in time

Aging backup

An antiquated backup solution with limited security capabilities

THE APPROACH

The Weaver Way: build on what already works.

Weaver worked with the provider to design a data center refresh that put scalability first, reduced management overhead and modernized backup. Because of Weaver's long-standing partnership with Dell and its trusted advisor role with the provider, the expansion felt like a natural extension of the existing environment rather than a new platform to learn.

PROJECT CAPABILITIES

Data center expansion	Dell VxRail deployment	Backup modernization
Scalable storage architecture	Hybrid cloud storage with Wasabi	Growth planning for new contracts



This was about building on what already worked. We helped them scale without disruption, and gave them better data protection in the process.

SOLUTIONS ARCHITECT · WEAVER TECHNOLOGIES

THE RIGHT IT SOLUTION

More capacity and modern data protection, on a familiar platform.

The project increased core compute and storage to meet contractual SLAs while modernizing the provider's backup environment, using Dell tools the team already knew.

COMPUTE AND STORAGE

Five Dell VxRail VP-760 nodes

Added core compute and storage capacity to support new customer contracts as they come on.

BACKUP AND RECOVERY

Dell PowerProtect DD6400 and PPDM

PowerProtect Data Manager software and a DD6400 appliance replaced the outdated backup solution.

CLOUD TIERING

Wasabi Cloud Storage

Additional storage tiering for flexibility, simplifying the backup strategy alongside PowerProtect.

THE RIGHT TIME

Delivered quickly, as an extension of the existing environment.

Because this was an expansion of an environment Weaver already knew well, the team was able to execute quickly and efficiently. The project was delivered with no reported delays or challenges.

BEFORE

Capacity and backup holding growth back

- Compute and storage stretched by each new contract
- Antiquated backup with limited security
- More management overhead for internal IT



AFTER

A scalable, protected foundation

- Five VxRail nodes adding core capacity
- PowerProtect DD6400 and PPDM for backup
- Wasabi cloud tiering for flexible storage

OUTCOMES

Room to grow with every new contract.

The provider now has the compute and storage capacity to support new customer contracts, with a simplified backup strategy built on PowerProtect and Wasabi. The expansion reduced the burden on internal IT resources and gives the business a scalable architecture that grows with demand, using tools already familiar to the team.

■ Increased compute and storage capacity	■ Support for new customer contracts	■ Simplified backup with PowerProtect and Wasabi
■ Improved backup and recovery posture	■ Reduced burden on internal IT	■ Scalable architecture for future growth

THE RIGHT REASON

Growth, not just more hardware

The goal was to enable strategic growth. Weaver helped the provider increase capacity and tighten data protection with trusted tools already familiar to the team.

A trusted advisor who knows the environment

The provider chose Weaver for its strong Dell partnership and deep knowledge of the environment, and looks to Weaver to guide expansion decisions.

A COMMON CHALLENGE FOR GROWING SERVICE PROVIDERS

When growth comes contract by contract, infrastructure often lags behind demand, and backup tools chosen years earlier stop fitting the business. Expanding a platform the team already knows is often the fastest, lowest-risk way to add capacity.

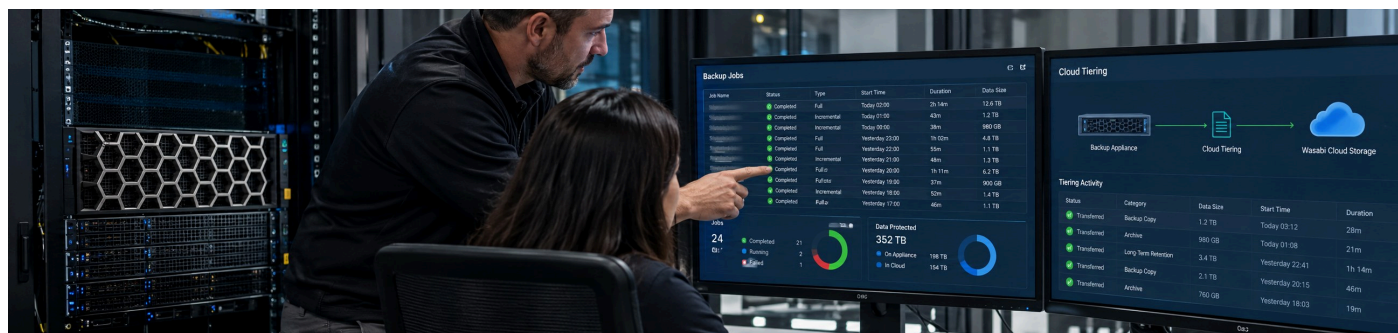
Growing faster than your infrastructure?

Weaver can review your current capacity and backup strategy and help you plan an expansion that fits.

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ABOUT WEAVER

Dell Titanium Partner. Since 2006, Weaver has helped organizations build IT strategy and security so they can focus on their craft. We serve education, state and local government, healthcare and commercial customers across the U.S. and internationally.

WEAVER

Right IT Solution.
Right Time. Right Reason.