



Case Study: Hosted Services September 2010

Customer Profile

Rothmans LLP, Accountancy Services based in Chandlers Ford, Hampshire.

Rothmans LLP is one of the South of England's largest and most established Chartered Accountancy practices. Clients range from large corporations to self employed individuals. The Chandlers Ford office is one of twelve autonomous offices in the Rothmans Group, comprising 30 remote and office based users.

Requirement Background

Rothmans recognised that their four aging servers and obsolete software needed to be replaced. Rothmans also recognised that they were accountants, not IT experts, and wanted to outsource the running of their IT operations. The idea of hosted services particularly appealed to Rothmans because of its scalability, enabling further Rothmans offices to buy into the service later and share in the future savings.

Solution

Two new servers were purchased and located securely in BTP's Server Room. Server 1 was configured as a Windows Server 2008 Domain Controller to run Exchange 2010, SQL 2005, IRIS, and other applications. Server 2 was configured to run Remote Desktop Services on Windows Server 2008. All Rothmans users connect securely to the servers via ADSL whether in the office, at home or on a client site.

Benefits Gained

Rothmans no longer have a fee-earning member of staff tied up on IT network administration. They enjoy user friendly connectivity from any location. Their equipment is housed in a secure off-site environment and is subject to daily preventative maintenance. Other offices can buy into the service at an appropriate stage in their IT lifecycle and enjoy the financial benefits of shared resources and the operational benefits of closer inter-office working.

Hardware, Software and Technologies

HP DL380 Rackmounted Servers running Windows Server 2008
Exchange 2010, Office 2010, Symantec Backup Exec Server and System Recovery Server
Remote Desktop Services (formerly known as Terminal Services)
LTO4 Tape Drive and LaCie NAS Storage

Customer Comments

"We have enjoyed a longstanding relationship with BTP and knew we could trust them to deliver this complex solution. The result has been even better than expected, and we are now actively promoting BTP and the solution throughout the Rothmans Group. We anticipate impressive cost savings over the next three years".

Andrew Perriam, Partner, Rothmans LLP



BTP Host

BTP Host is part of the **BTP Online** range of services. This managed service is ideal for businesses who don't employ their own technical resources because BTP can remove the need for on-site servers and set up user friendly connectivity to all remote services. For larger customers, there are real opportunities to reduce internal IT costs by moving to a fully managed service. Customers can choose between providing their own equipment or renting space on larger more powerful servers. There is also a choice of location. We can host bespoke solutions from our own secure offices or work in partnership with a datacenter where a standard solution is required.