

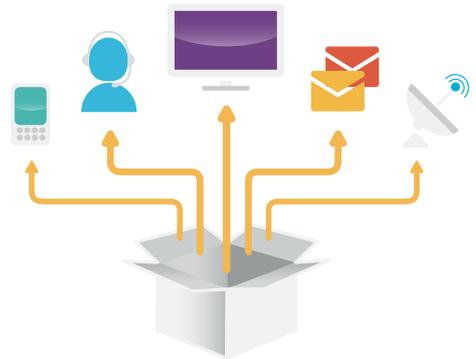


PROFESSIONAL
SERVICES

D2NA™

OUR HUMANS - YOUR MACHINES

How D2NA helped Boldon James to take its products to market faster.



Project Quick Facts

Challenge: An IT infrastructure that didn't perform as quickly as staff needed.

Solution: Network redesign | Refresh of hardware | Enhanced backup features

Big Picture Benefits: Accelerated speed-to-market | More cost-efficient product development

A relentless hunger for product innovation epitomises the software industry. This is one of the world's most competitive fields - and first mover advantage is golden. When nurturing new solutions from concept to sale, Boldon James know the quality of their IT environment makes all the difference. We joined them on their journey with a full refresh of their IT infrastructure, which helped them take their products to market faster.

Arguably, Intellectual Property (IP) is Boldon James' greatest asset. They support a range of corporate, Government and Intelligence clients who demand cutting edge data security solutions by necessity. We helped Boldon James to protect and make the most of their assets with robust backup and faster operations. Now, their response to what the market wants is that bit quicker, widening the gap between them and their competitors.

Client Background

Boldon James:

Wholly owned subsidiary of FTSE 250 company, QinetiQ plc

For 30 years, Boldon James has been a leader in data classification and secure messaging solutions. They help organisations of all sizes to manage sensitive information securely, in compliance with legislation and standards. Their **Classifier** product range extends the capabilities of Microsoft products and other solutions. This allows users to apply relevant visual and metadata labels (aka protective markings) to messages and documents, which enforces information assurance policies, raises user awareness and orchestrates multiple security technologies.

"Faster systems have saved us time, money and frustration. What used to take hours, now takes minutes."

"D2NA's team are trustworthy and offered a fast response. Everything that should have been done was done extremely well."

Tony Richardson
Technical Services Manager
Boldon James

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A QinetiQ Company

www.boldonjames.com

Next: [How we did it >](#)



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Challenge with existing IT infrastructure

- Need for faster network
- Move towards virtualisation

A vital part of Boldon James' product development involves moving large files across their network. (Not just everyday documents - huge virtual machine files, to test new software). Typical of such huge files, they required hours to become available for staff to work with again. Team members had to focus elsewhere during these periods, causing frustration and interrupting workflow.

Big picture solution to drive a competitive advantage

- More cost-efficient product development
- Accelerated speed-to-market
- Resilient setup for business continuity

Boldon James' new network now performs as well as the people using it. Staff can work more efficiently, thanks to instant access to the files they need during the design process.

Critical assets, like designs and business information, are protected by enhanced backup. Their plans for virtualisation are more achievable as they now receive alerts about system performance. This equips them to plan for the future.

How Boldon James identified the need for a network redesign

1. The company wanted to take its products to market as quickly as possible.
2. Staff were frustrated as files weren't available when they needed them.
3. They'd been moving towards virtualisation and needed a more modern configuration.
4. The project required specialist skills, so their in-house team collaborated with us

"D2NA delivered what they promised. The entire project was well-planned and smoothly delivered, with great follow-up care"

Tony Richardson
Technical Services Manager
Boldon James

If this sounds familiar, we can help you, too.

Just call

0845 838 5586

or email

sales@d2na.com

[Next: Technical Overview >](#)



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Technical Overview:

6 Step approach to define, design and deploy

1. Assess the Challenge

We performed a network analysis on Boldon James' existing IT infrastructure. Technical heads then explained the company's goals, which informed a holistic solution.

2. Design Project

High-level network design improved Boldon James' existing infrastructure. We supplied technical specifications, timescales and quotes for services and products, including HP Procurve Switches.

3. Plan Delivery

Detailed planning allowed us to map out the solution with seamless delivery. We aim for minimum disruption, so we planned out of hours delivery and pre-configured the equipment at our own site.

4. Deliver

With full specifications and schematics, engineers configured the new hardware, upgraded switches and performed troubleshooting. We demonstrated network speeds and tested for potential faults.

5. Keep Learning

Over time, we personalised the support Boldon James received, meaning long term value. D2NA processes promote ongoing listening, learning and open communication.

6. Support

Boldon James' team can now support their organisation more easily. D2NA's support team are readily available and can be called upon if needed.

About D2NA

Technology support for 3,187 people in the UK, Gibraltar, Singapore, Dubai, Canada and Texas

We understand that you need to reduce risk and drive growth, scalability and efficiency. This is achievable with the right IT.

Our team have supported multi-million pound acquisitions with IT infrastructures that enable centralisation. We've been hand-selected for law enforcement research projects with Forensics Gateway. And, become one of only 5% of UK IT companies who are Microsoft Silver Partners.

You benefit from our experience as and when you need it.



SUPPORT SERVICES



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CLOUD SERVICES



VIRTUALISATION

If technology is costing you time and money, contact us on

0845 838 5586 or sales@d2na.com

We can help right away.



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