

# CASE STUDY: TURNER INDUSTRIES

TURNER INDUSTRIES LAYS STRONG FOUNDATION OF SUCCESS WITH VENYU DATA CENTER COLOCATION

**THE CUSTOMER:** Headquartered in Baton Rouge, Turner Industries Group, LLC provides a single-vendor solution for heavy industrial construction, maintenance, pipe, module and vessel fabrication, equipment, rigging and heavy hauling. With more than nine offices throughout the Southern United States, Turner empowers businesses in the petrochemical, refining, energy, and paper industries to solve their most complex construction challenges.

“We’re helping construct, retrofit, and maintain some of most important infrastructure in the United States, so our staff depends on a powerful and reliable data center to drive core business applications,” said Paul Plauche, Turner Industries.



## THE CHALLENGE:

As one of the most respected industrial construction and maintenance service companies, Turner considers its data center a foundation of IT services. Employees and customers rely on uptime and reliability of the infrastructure to drive essential business applications, such as the ERP, CRM, File Services, and e-mail.

Initially, Turner hosted its own data center, housed in the company’s corporate headquarters. The infrastructure included approximately 10 racks – serving IT needs across all corporate offices and work sites. In 2006, the company first partnered with Venyu to be Turner’s Disaster Recovery data center.

After the initial Disaster Recovery plan was put into place, Turner began to focus on its data center performance. The company was increasingly becoming challenged with space, power, and air conditioning issues in their primary data center.

“We realized our data center just wasn’t flexible enough to meet business requirements. That’s when we turned to Venyu to become our primary data center co-location provider so we could meet the demands of the business,” continued Paul Plauche.

## THE APPROACH:

Building on a successful disaster recovery initiative, Turner quickly

executed a “role reversal” with Venyu. The company transitioned the entire production data center to Venyu’s commercial-grade data center in Baton Rouge. This main hosting site provides Turner with the highest-level of reliability for core applications – ranging from Internet access and e-mail to ERP systems as well as high capacity and redundancy to minimize disruption.

Continued Paul Plauche, “We knew a change was necessary, and Venyu was able to quickly and efficiently meet our footprint demands for power and cooling in the time frame we needed.”

## Case Study: VENYU and TURNER INDUSTRIES

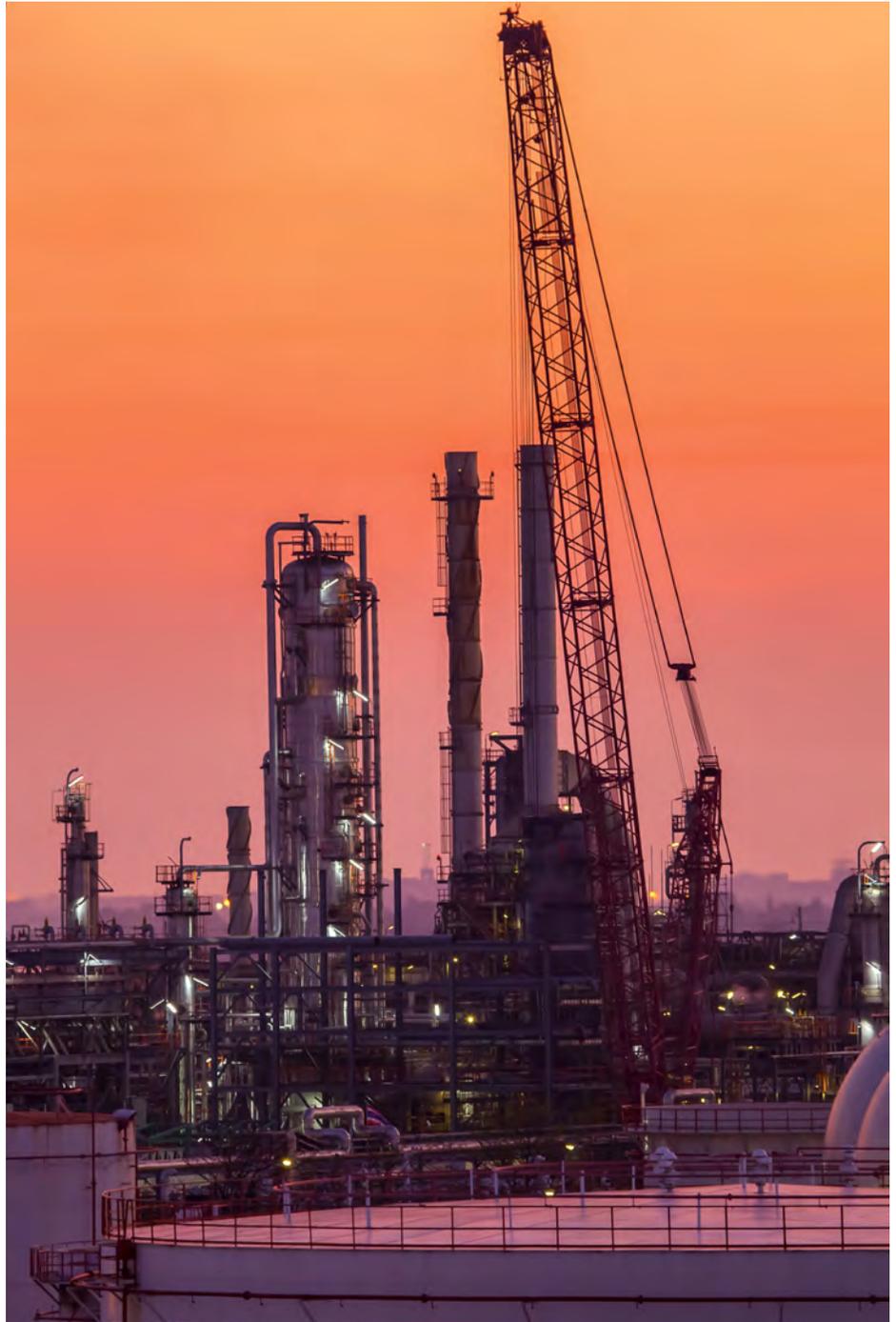
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### THE BENEFITS:

Turner now runs all production business applications from Venyu’s secure location. Venyu now provides industry-leading physical and network security protection, disaster recovery, and a wide range of environmental controls – including smoke detection and fire suppression – as well as redundant cooling controls.

In the end, Turner realized significant savings on IT-related operational expenses while having the flexibility to support nationwide deployments.

Concluded Paul Plauche, “Quite simply, Venyu reduces the headache of managing infrastructure – so IT can focus on projects and growing the services offered to business units.”



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Your Data Made Invincible™

866-978-3698

INFO@VENYU.COM

VENYU.COM