



# Client Case Study

**“NYI’s platform and services have alleviated the headache we were facing by having our critical applications distributed across aging infrastructure in 19 global computers rooms, as well as on AWS. By consolidating applications, we are able to reduce our infrastructure cost while improving performance and reducing risk through enhancing the Dorel Sports disaster recovery position. We rest assured that our applications are in good hands as NYI’s sales and technical support teams have proven very responsive and knowledgeable, responding to all support tickets very quickly.”**

**— Dhires Jethwa, Vice President and Chief Information Officer of Dorel Sports**



## Opportunity:

Dorel Sports was facing an increasingly difficult workload where managing its critical applications were concerned. These applications were distributed across an aging infrastructure and spread over nineteen locations across the globe. The industry-leading bicycle portfolio company was in search of a reliable and secure solution that would allow for the consolidation of business critical applications, including SAP and other web applications, into a centralized instance. The ideal solution would allow Dorel to achieve both infrastructure and operational efficiencies while also enhancing its disaster recovery position. Furthermore, the solution would need to be highly scalable and able to keep up with their growth.

## The Solution:

Running business-critical applications on an aging infrastructure distributed across a number of locations is risky and costly, not only in a monetary sense, but also in terms of manpower. The customized solution NYI designed for Dorel Sports tackled the critical business challenges plaguing them, while simultaneously allowing them to effectively reclaim its overburdened internal IT department.

Through this customized solution, NYI delivered managed colocation and network services out of its New Jersey and Seattle data centers. By adding Seattle as a secondary data center, Dorel Sports enhanced its disaster recovery position with true geographical redundancy, ensuring 100% uptime via virtualization.

### **NYI COLOCATION FACILITIES ARE FULLY OWNED AND OPERATED BY NYI AND INCLUDE:**

- Direct access to enterprise-cloud computing, disaster recovery services, dedicated servers, professional services and fully managed services suites
- 100% uptime guarantee
- 24x7x365 Network Operations Center (NOC)
- Options for quarter cabinets, half cabinets, full cabinets, pods and customizable cages
- Redundant power, cooling and security infrastructure

NYI’s managed infrastructure solutions (storage, firewalls and managed Amazon Web Services (AWS) etc.) not only connects Dorel Sports to AWS directly, but also interconnects the company’s primary data center in New Jersey with its secondary facility in Seattle.

By leveraging NYI’s services to manage its public cloud environment on AWS, Dorel Sports was able to implement a small SAP High-Performance Analytic Appliance (HANA) environment for a specific SAP S/4 application. This SAP HANA environment empowers Dorel Sports to simplify its IT environment and accelerate business processes.

NYI’s custom-built solution for Dorel Sports consolidates applications to reduce infrastructure cost and enhance performance. It also reduces risk through the enhancement of its disaster recovery position.

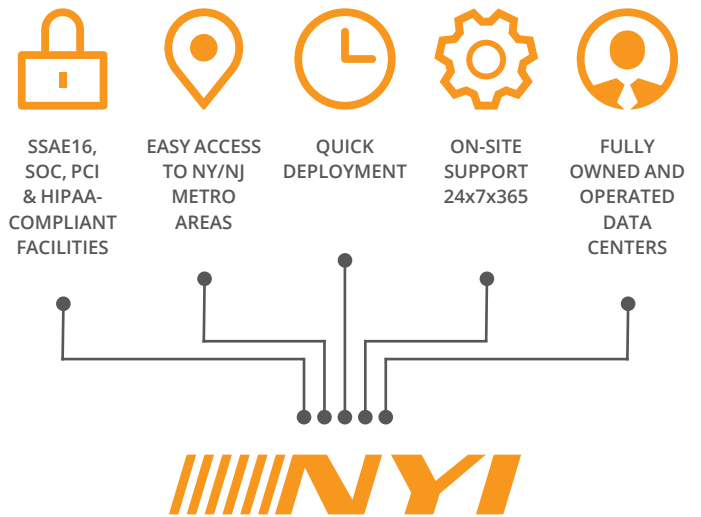
## About NYI:

NYI is an end-to-end managed IT services provider that enables its customers to overcome critical business challenges by utilizing hybrid-IT solutions and professional services capabilities across multi-cloud, bare metal and colocation – all on a single platform.

At NYI we act as an extension of your IT team – available 24/7 to consult, design and engineer environments tailored to your exact requirements. Every customer is unique and your IT solutions should be too.

## About NYI:

At NYI, we understand you're important and so is your business. Our approach is simple, effective and unique in our marketplace. We look beyond our world-class data centers and focus on supporting customer growth and success acting as a genuine extension of your IT team. Since 1996, NYI has provided customers with fully managed, customized infrastructure solutions built to suit specific business and mission critical IT needs with a guaranteed quick turnaround time. NYI looks beyond its world-class data centers, eliminates the red tape and focuses on supporting customer growth and success, acting as a genuine extension of its customers' IT teams. Customers view NYI as a true partner.



NYI is SSAE 16, PCI and HIPAA-compliant.

For more information, visit [www.nyi.net](http://www.nyi.net); call (800) 288-7387; or follow the company on Twitter and LinkedIn.

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