

Lorne Laboratories Limited

Dedicated to first class customer service

Lorne Laboratories Ltd supplies blood grouping reagents, diagnostic test kits, laboratory instruments and other products to Transfusion Services, Hospitals, Armed Forces and scientists worldwide. Their dedication to first class customer service and their function as not only supplying directly in the UK but also a supplier to distributors world-wide means their reliance on their IT has increased dramatically as the business has grown.

The Project

Lorne Laboratories were operating a peer-to-peer network that had become a considerable limitation to the further development of the business. Internet access was restricted to a single machine resulting in emails being printed and manually distributed around the office, whilst the management and sharing of data were becoming increasing headaches.

Whilst these problems were frustrating and inefficient, it was the requirement to rollout a new finance application that became the critical factor as the old systems were simply incapable of supporting this critical business application. Managing Director, Richard Lambert knew that he needed to find an ICT partner capable of understanding what his business needed to achieve, but also a partner capable of guiding him on the best approach as well as demonstrating the best way for this to be achieved.

Solution

After analysing Lorne's specific business requirements, Solsis designed and implemented a new network infrastructure based around Windows 2003 Small Business Server and Office 2003. Each member of staff now has internet and e-mail access from their desk which has greatly increased their ability to communicate effectively throughout the business as well as with customers and suppliers. HP Proliant server technology was selected to support the new network and now all data is centrally stored on a secure, resilient server. New HP desktops running Windows XP were deployed along with a switched network resulting in dramatic increases in performance and overall system reliability and stability.

With the new network already delivering tangible business improvements, Richard can get on with running his business in the knowledge that his staff now have the tools that they need to do their job effectively, his critical business data is secure and protected and with Solsis supporting his ICT infrastructure he can rest assured that it will stay that way.



Principle Technologies

- Windows 2003 Small Business Server
- Office 2003
- HP Proliant Servers
- HP Desktop PC's
- Cisco VPN
- Symantec Anti-virus Small Business Edition
- Vertias BackupExec

Benefits

Solsis worked with Lorne to fully understand their individual requirements and then designed a solution to address both the immediate and foreseeable business needs. By identifying the existing hardware and software that could be maintained Solsis were able to provide a solution that was not only highly effective but also economical. Managing Director Richard Lambert states; "With the experience that Solsis were able to demonstrate of having worked with similar businesses, it proved a painless process for us and highlighted the value of working with an ICT partner that not only has the experience but is also interested in actively improving the way things worked here at Lorne".

Why Solsis

When asked why he selected Solsis, Richard commented; "Solsis were professional and courteous at all times. It was refreshing to talk directly with people who knew what they were doing. As soon as they had the business they clearly defined how everything was going to be installed, and even worked with our web team and Sage partner to ensure everything was in place there". Richard added; "The users have been very happy now they have everything they need from their desktop, I was a little worried about how everybody having internet and e-mail would work for the business, but I can certainly say it has been a good step and we're really seeing the benefits".