



# Windows<sup>®</sup> Essential Business Server

Customer Solution Case Study

## COMPASS

MANUFACTURING ... ENGINEERING ... DISTRIBUTION

**Company:** Compass Components

**Web Site:** [www.ccicms.com](http://www.ccicms.com)

**Customer Size:** 200

**Country or Region:** United States

**Industry:** Manufacturing

**Partner:** InfinIT Consulting

**Partner Web Site:**

[www.infinitconsulting.com](http://www.infinitconsulting.com)

### Company Profile

Silicon Valley, California-based Compass Components builds solutions for customers in government, transportation, semiconductor, industrial, medical, and solar industries across the Western United States.

### Software and Services

- Microsoft Server Product Portfolio
  - Windows Essential Business Server 2008 Premium

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[www.microsoft.com/casestudies](http://www.microsoft.com/casestudies)



## Manufacturer Keeps Costs Low, Ensures Business Continuity with Server Software

**“Windows Essential Business Server 2008 includes all the components we need to help prevent business losses. And, it’s an integral part of our strategy to advance our technology and expand our IT infrastructure.”**

Thomas Maurer, Vice President of Operations, Compass Components

Compass Components experienced rapid growth and sought the best IT infrastructure to meet its needs. It deployed Windows Essential Business Server 2008, an advanced server solution that helps it enhance security, streamline IT work, and ensure high uptime for services. Compass implemented the software for 30 percent less than it would have spent on stand-alone products.

### Business Needs

Compass Components, an engineering, manufacturing, and component distribution company, builds cabling systems and electromechanical assemblies for the transportation, medical, government, and semiconductor industries and distributes components to original equipment manufacturers.

Even during the recent economic downturn, Compass continued to expand its operations; orders, and revenues, stayed high. Compass added a

manufacturing facility and 100 employees in 6 months. It relied on Windows Small Business Server 2003 to run its network infrastructure, but it quickly outgrew the product. Thomas Maurer, Vice President of Operations at Compass explains, “We needed more processing power and to migrate from a single-server environment to ensure uptime.”

With Windows Small Business Server 2003, messaging, security, and database technologies were consolidated on a single server. If one service needed to be

restarted, all services became unavailable. "Employees need to stay productive," says Maurer. The company relies on several methods to share information with customers, including e-mail and file uploads to Internet-based file transfer protocol sites. "If they can't use e-mail, they need to be able to use the Internet or work with information in databases," he explains. "One lost day of work can result in a week's delay to production time. This means delayed revenue and alienated customers. We cannot afford a complete loss of business."

Compass was also in the process of upgrading its enterprise resource planning (ERP) software from Epicor, which connects with Microsoft technologies such as the Microsoft Office system and the Microsoft SQL Server data management software. "We needed a more robust infrastructure to support these technologies," explains Maurer. "And we needed to find it at the right price; we don't have the deep pockets of an enterprise-size business, but we need to function with comparable sophistication."

## Solution

In 2009, with the help of InfinIT Consulting, a Microsoft Gold Certified Partner, Compass implemented Windows Essential Business Server 2008 Premium, an enterprise-class server solution that packages management, messaging, and security software in one product that is priced for midsize businesses. The solution runs on four Dell PowerEdge server computers. Deployment was completed in less than three business days. "We experienced mere minutes of downtime," says Maurer. "We were impressed by InfinIT's deployment skills."

The solution is hosted in a Compass data center, but InfinIT, as the company's managed IT services provider, uses the Administration Console in Windows Essential Business Server 2008 to administer

Compass servers and workstations. The system provides automated server and desktop deployment capabilities through Microsoft System Center Essentials 2007.

The solution also provides a robust messaging environment with Microsoft Exchange Server 2007 e-mail messaging and collaboration software and the Remote Web Workplace feature of Windows Essential Business Server 2008, which enables remotely located Compass employees to access resources with just a Web browser and an Internet connection. "Remote users are happy with the newer version of Exchange Server and Remote Web Workplace. They feel like they are at their desk in the office," says Maurer.

The solution also provides enhanced security with Microsoft Forefront Security for Exchange Server and Forefront Threat Management Gateway technologies. "And, the messaging software runs on its own server, so it's easier to protect the environment, and to control user accounts," adds Jerod Powell, InfinIT's Principal and Chief Executive Officer.

## Benefits

With Windows Essential Business Server 2008, Compass has achieved a robust, cost-effective infrastructure; enhanced security; and improved business continuity.

### Robust Infrastructure, Lower Cost

Compass has a sophisticated server infrastructure that provides messaging, management, security, and database technologies that interoperate with its ERP software and provide ample room for growth. Had Compass invested in stand-alone products, it would have spent U.S.\$30,000 more on software, hardware, and consulting fees. "Windows Essential Business Server 2008 is a cost-effective system that helps us manage users

efficiently. We get the benefits of a larger company's infrastructure without high costs," says Maurer.

The solution also streamlines administration. "We used to spend a great deal of time deploying new desktops and updating software," says Maurer. "With Windows Essential Business Server 2008, deployments and updates are managed centrally. No more walking between workstations with a CD in hand."

### Better Security, Reliability

The built-in security technologies of Windows Essential Business Server 2008 help Compass ensure that business data is protected. With a dedicated security server running enterprise-class firewall technologies, malicious software protection, and proactive alerts, InfinIT reacts nimbly to potential threats.

Remote users also access the Compass environment easily and safely. "We work with the military, and it is critical to have thorough control over our employees' actions to ensure that data is protected," says Maurer. "At the same time, employees have a better experience."

### Better Business Continuity

For Compass, productivity losses can result in a direct loss of revenue. "Any slowdown to business is significant," says Maurer. By moving to the next level of IT infrastructure sophistication, Compass has reduced its risk of losing work hours due to technical issues. "Windows Essential Business Server 2008 includes all the components we need to help prevent business losses. It's an integral part of our strategy to advance our technology and expand our IT infrastructure. We've been able to streamline processes and management without having to design a system from the ground up."