

Case Study / Manufacturing



Uncertain Times Bringing Unforeseen Challenges

The global automotive industry continues to face numerous challenges in 2021 as a result of the COVID-19 pandemic. Even the most resilient infrastructures experienced disruptions due to supply chain interruption, closure of assembly plants, and limited workforce. Our client, a global manufacturer, identified an urgent need to increase its Mainframe computing power to provide sustainable performance with unplanned production requirements and enhance its business continuity capacity.

“One of the best values in the industry, come for the pricing and stay for the service.”

~ Client Testimonial

Faced with new production backorders and long lead times, the company's procurement team discovered Top Gun's availability of refurbished IBM Mainframes, technical implementation services, and ongoing maintenance support services. Within 30 days, Top Gun configured, delivered, and installed an IBM zSeries 2964-612 system providing an additional 10,000 MIPS of capacity. By opting for a N-1 generation of hardware, the company saved more than \$1M in CapEx and \$300,000 per year in maintenance spend with Top Gun's OverWatchSM. Now, the manufacturer can seamlessly scale its computing power to respond to unexpected fluctuations in their production cycles with trusted infrastructure and reliable support.

Solutions /

- » Top Gun provided an IBM zSeries 2964-612 with 10,000 MIPS
- » Pre-configured and fully tested system ready for immediate installation
- » Top Gun zSeries L3 engineers engaged to support new system implementation
- » Around the clock support powered by OverWatchSM

Challenges /

- » Unforeseen fluctuations in processing loads
- » Limited IBM Mainframe capacity
- » Budgetary constraints due to economic uncertainty
- » Backorders, long lead times, and the expense of new IBM hardware

Goals /

- » Acquire Mainframe with 10,000 MIPS
- » Take delivery and install in less than 30 days
- » Minimize costs due to unforeseen need for funds
- » Engage capable engineers to augment limited staff

Results /

- » Sustained performance during period of disruptions
- » Increased business continuity capacity
- » CapEx savings of over \$1,000,000
- » YoY maintenance savings of \$300,000

\$300K YOY OpEx Reduction

10,000 MIPS

\$1M+ CapEx Savings

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