

LAN Solutions Improves Their Operations With ColoMachine

McLean, Virginia-based LAN Solutions provides IT infrastructure and network administration support for IT departments for mid-sized organizations. Their services



augment existing IT capabilities or provide a complete outsourced alternative. They provide service in three areas: data storage, data access and data protection.

One of the services they provide is InfraKEY, a complete remote network administration solution. The company needed to find a high powered, reliable server that would serve as a basis for the InfraKEY service. While the service was initially developed two years ago, LAN Solutions wanted to continue to grow it as an offering.

The team looked at Hewlett Packard and Dell, but thought that their products could not compete with ColoMachine's capability for the price.

LAN Solutions Vice President, Spencer Copland and InfraKEY Systems Specialist, Matt Huffman were charged with trying to find the right product to accommodate their needs. They reviewed vendors based on criteria such as overall product quality and how readily available it was. They found ColoMachine by doing a Google search on

Learn how one IT infrastructure and network administration company grew a key product offering with ColoMachine.

1U Pentium servers. The team looked at Hewlett Packard and Dell, but thought that their products could not compete with ColoMachine's capability for the price.

The company purchased 23 CM56 Pentium 4 1U servers over the course of the last year. These servers feature single 2.8GHz Intel® Pentium® 4 Processor, integrated GA-8I845GV Micro-ATX motherboard, 1GB DDR266 RAM installed and up to 2GB of memory capacity. The server is also compatible with Windows 2000 SP4 / XP (Professional & Server), RedHat Linux 7.3, 9.0, FreeBSD 4.8, 5.1, Suse 9.0 and Debian 3.0. "We chose ColoMachine because of the quality of the products, the competitive price and how easy it was to order them," said Copland.

Business Problem:

- Needed a high-powered, reliable server to serve as a basis for InfraKEY, an important service offering

Solution:

- 23 CM56 Pentium 4 1U servers

Cost:

*\$699 each

**Special pricing from special promotions*



CM-56 Server

third-party software. InfraKEY is currently in place at 14 sites, all in the US.

The servers are currently being used as machines for InfraKEY, which monitors other systems with

"The main benefit of going with ColoMachine is the standardization," said

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***-Spencer Copeland,
Vice President***

Huffman. "We use this box for all our remote monitoring." LAN Solutions plans to continue to expand its use of the ColoMachine product and anticipates having a ColoMachine

at each of their customers' sites to perform remote administration and to manage the customer's network. "LAN Solutions is building its future around InfraKEY and we plan to have a box at every one of our customer sites," said Huffman.

"ColoMachines is an important part of this growth plan. We haven't had any problems with them and they are easy to obtain."

**For more information
on the ColoMachine
CM56, go to**

**[http://
www.colomachine.co
m/cm-56.htm](http://www.colomachine.com/cm-56.htm)**