



Graham Tiso Limited

Connecting branches for cost effective business growth

The Challenge

Graham Tiso Limited were finding their existing infrastructure was not sufficient to deal with the demand of their local user base as well as support new applications needed to support their retail business. Additionally they were finding it increasingly expensive to move data over their slowing communication links.

Graham Tiso Limited

In 1962 this experienced mountaineer and his partner began trading outdoor equipment and clothing. The company continuously developed and now boasts 15 shops throughout the UK.

Tecnica Limited

Tecnica are an IT solutions provider focused on core solution areas that address business application and information access.

We utilise best of class technologies to deliver these solutions. Our technical staff has the knowledge and expertise to evaluate and understand the business requirements of each customer and propose the appropriate cost effective technology solution.

Tecnica work with both the private and public sector installing, monitoring and managing some of the most complex IT infrastructures across Scotland.

"Tiso endeavour to cost effectively implement the best technology available to fit within our business model. The infrastructure solution implemented by Tecnica has enabled us to deploy new software applications dramatically improving our ability to manage increasing volumes of data. Collectively the systems have improved our return on investment by reducing our communication and support costs, whilst increasing our work throughput."

**IT Manager
Graham Tiso Ltd**

The Business Solution

The decision was made to upgrade the complete infrastructure over a 3 month period to move away from the existing Novell infrastructure and change their communication services.

Tiso chose IT organisations that possessed the experience and skills necessary to work with their in-house IT staff to ensure successful delivery of the project. Tecnica were responsible for the delivery of the infrastructure and communications.

The centralised infrastructure based on HP Proliant servers running Microsoft Windows 2000 Server are integrated with SDSL/ADSL services and coupled with VPN technology to provide low cost secure high bandwidth communication medium to all their retail outlets.

The Results

Each retail outlet can trade independently of HO making the solution extremely robust. It offers complete management down to the remote control facilities, desktop policy and build control. Using several levels of encryption, data is completely secure and centralised at HO.

Case Study