



## Custom Made Technology for Hosiery Company

McGregor Industries gets a leg up with a  
Virtualization & SAN Solution from Sentia

Socks and legwear are staples of practically every wardrobe, and McGregor Industries Inc. (McGregor) is a leading designer and marketer of these essential accessories. In fact, McGregor is the number one brand of better socks and legwear in Canada, as well as a global marketer of these products in over 65 countries.

Established in 1928, McGregor is still a family operated company – its progress based on a combination of fine craftsmanship and innovation. The McGregor label is synonymous with premium quality socks and legwear.

McGregor's organizational growth prompted a review of its technology infrastructure. Standalone servers had limited resiliency and its small data centre was no longer able to cost-effectively support the business. The enterprise needed a more efficient, scalable hardware infrastructure to accommodate its ERP, email and other applications.

"Support for our outdated server technology was becoming increasingly difficult to find, and purchasing more hardware would use a lot of power and physical space, which is very costly," explains Andrew Ocampo, Systems Infrastructure Manager at McGregor Industries.

Sentia Solutions Inc., a recognized provider of advanced intelligent IT solutions, worked with McGregor Industries to design, build and implement a virtualized server infrastructure and attached Storage Area Network.

"Instead of adding physical hardware for every new application, McGregor was looking for a more robust and easier to manage technology platform to support their enterprise applications," states Scott Constance, Account Manager at Sentia, "Not only did Sentia design and implement a virtualization solution, we also provided knowledge transfer and training so that McGregor's team could manage it moving forward."

Sentia delivered a highly available virtualized infrastructure that allows McGregor to grow on demand in a cost-effective way.

*"The virtualized infrastructure bridges the gap between old and new technologies, making migration a simple, streamlined process."*

**Andrew Ocampo,**  
Systems Infrastructure Manager,  
McGregor Industries

## Infrastructure refresh to support growth

McGregor Industries Inc. (McGregor), designer and marketer of premium socks and legwear products, has evolved into a global corporation with sales and distribution centres in Toronto (headquarters), New York, London and Hong Kong. In keeping with a set of core principles that include expertise in design, marketing, global sourcing and distribution, McGregor is comprised of three subsidiaries: McGregor Socks – Canada, American Essentials – U.S. and South America, and American Essentials International – Europe, Middle East, Asia and Oceania.

To keep pace with organizational growth and facilitate application development and testing, McGregor required an update of its server and storage infrastructure. Their outdated server technology was becoming increasingly difficult and costly to support and manage.

## Product demos showcase value

McGregor contacted Sentia on a recommendation from IBM and subsequently selected them as their technology partner of choice.

Mr. Constance says, "We displayed our skills and expertise in both IBM hardware solutions and VMware by conducting demonstrations at our Proof of Technology Demo Centre. This allowed McGregor technical staff to see, firsthand, the benefits and ease of deployment of VMware on IBM servers and SAN Storage."

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Scott Constance, Account Manager, Sentia Solutions Inc.

"We found Sentia to be very professional and prompt. They were able to answer our questions and provide a solution to meet our needs. When we had questions, they had the answers," states Mr. Ocampo.

## Two deployments, both seamless

Sentia deployed virtualization solutions at two of McGregor's environments – the first one at their Toronto head office, followed by the Toronto-based distribution location. Both implementations were performed without a snag.

The head office platform consists of IBM System X servers and VMware vSphere. The solution at the manufacturing location comprises VMware vSphere and IBM DS3000 SAN storage. Both locations now have high-performing, resilient environments to which they can migrate older servers.

"The virtualized infrastructure bridges the gap between old and new technologies, making migration a simple, streamlined process," states Mr. Ocampo.

## Risk-free testing

McGregor's virtualization platform has provided great flexibility for building, testing and deploying new applications. Now, new applications can be onboarded quickly and cost-efficiently – without risk to their production environment.

## Reduced costs

With less hardware to manage, McGregor has realized cost savings in several ways: lower administration costs, less power consumption, and a reduction in physical server room space.

## Flexible storage

McGregor's shared SAN storage environment makes for easier allocation of disk capacity to any of the server applications.

## Always available

With VMware High Availability, should any physical server fail, all virtual machines will continue running on the second physical server. This design also allows McGregor to easily add site replication capabilities for disaster recovery.

## The right fit

By continuing to partner with Sentia, McGregor Industries intends to establish a site level disaster recovery solution to ensure business continuity. Other future considerations include the development of mobile and cloud capabilities to step up global communications.

For McGregor, it's technology that fits



## Private Cloud, Virtualization and cloud backup Solution by Sentia

- Clustered IBM System x3650 servers
- IBM DS SAN attached storage subsystem
- LTO Tape Library
- VMware virtualization software
- Sentia Architecture and Implementation Services