DDI Solutions provider wanted to get into the entry-level market with fully-scalable enterprise solutions such as port redundancy, remote manageability, and scalability. Their customer requests included next generation XMB servers to support 64-bit instruction and virtualization, with higher performance and quality, that was feature-rich and had a slick appearance, but at a lower unit cost. The client would need an Intel Bay Trail XMB platform to work with Debian Linux OS (not supported by Intel) for improved system performance with much lower power consumption.

Challenge:
Feature-rich, scalable solutions at a lower unit cost

DDI solutions provider reached out to Premio, their original hardware partner. Premio was willing to go back to the drawing board to create exactly what the client needed, rather than pulling existing hardware off of their shelves. Premio spent eight months working closely with the DDI solutions provider to finalize specs and design to their specific requirements, including:

- An Intel Bay Trail based SBC system board and a mini-PCIe dual Ethernet port add-on card for next-generation XMB product performance custom-designed from scratch
- A sleek, attractive retooled XMB III chassis design with a quad Ethernet port and ATX power that fit the same dimensions as the old XMB II chassis
- Custom SBC firmware to support SMBIOS remote management features and ACPI power management functions under Debian Linux

"We’re very pleased with Premio’s performance and capabilities. They exhibit the kind of service companies rely on to grow and become successful.”

DDI Solutions Custom-Tailored Exactly to the Client’s Needs

As one of Canada’s top tech companies, this Leading DDI Solutions Provider delivers software-based DNS, DHCP and IP Address Management enabling their customers to build and manage their most complex network infrastructure to meet the rapid change of pace of their businesses.

Approach:
Premio provides fully-branded, next-gen hardware, tailored to the customer
With Premio’s upgraded hardware (which included a five-year warranty), the client saw a 300% increase system performance and a 100% increase Ethernet port density, along with a 50% reduction in power consumption and a 70% reduction in heat emissions. While the system thermal performance was optimized, the system MTBF was also improved by 30%. The new Premio hardware platform not only gives the client’s customers the opportunity to port their software applications with much more selling features, it also meets ITE regulatory compliance for the EU, which was critical because many of their clients are in Germany where regulations are much stricter than in the US. Finally, since Premio delivered on all of their requirements, the client has seen pre-orders jump 200%.

If you would like to hear about more cases where client challenges were resolved with Premio’s solutions, please visit our blog or contact us directly.

Results:
Triple-digit increases in performance and pre-orders

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