

“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.

Challenge:

Feature-rich, scalable solutions at a lower unit cost

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.

Approach:

Premio provides fully-branded, next-gen hardware, tailored to the customer

Unhappy that their existing hardware provider, Dell, was unable to meet their requirements, the client reached back 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

- PWN fans to better manage system thermal performance
- A low-power E3800 processor with Level-6 high efficiency power adapter
- A special lite-up front LED 3D logo design to align with the branding signature of current DDI server product lines

To make sure the client had exactly what they needed, Premio also conducted a thermal simulation to fine tune system design to accommodate more components without increase chassis dimension, something Premio's competitors were completely unable to do. This also meant Premio could deliver the cosmetic appearance that the client was looking for.

Results:

Triple-digit increases in performance and pre-orders

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**.