



success story



## National Computer Professionals Project Management delivers IT solutions by collaborating with hp and TELUS

### background

National Computer Professionals Project Management (NCP PM), a leading global provider of IT solutions, is experiencing exponential growth through strategic partnerships with leading vendors. This full-service IT company develops, enhances and hosts critical IT applications for enterprises needing IT services, high-speed Internet connectivity and IT infrastructure solutions.

### challenge

To date, NCP PM has a growing number of clients, experiencing rapid growth. Danny Gurizzan, President of National Computer Professionals Project Management, noted, "Our top priority was to create a 24x7, scalable hosting environment with redundancy to meet the most exacting service level agreements demanded by our clients. We had the choice of setting up our own data center or utilizing an existing, proven infrastructure."

After collaboration with Hewlett-Packard Company, it was clear that HP and its Worldwide Service Provider Program (SPP) partnership with TELUS – a national full-service provider of data, Internet Protocol (IP) and wireless services – would provide NCP PM with the right technology solution to meet its needs.

### solution

The solution for NCP PM was to utilize HP's existing Service Provider partnerships to create an environment to suit its clients by utilizing HP's high availability solutions. Gurizzan explained, "HP was the obvious choice to assist NCP PM. In the past HP has allowed the organizations I represented to succeed and grow. We selected HP because we believed in the strategic roadmap that HP presented and were very pleased with its Service Provider Program's strong relationships with TELUS, Cisco, Microsoft and Oracle."

TELUS, a Cisco-powered network provider, was selected because of its capability to host an hp-based IT infrastructure combined with facilitating a high-speed network. "It meant NCP PM could save millions of dollars, by eliminating the need to maintain and operate its own data center and work with a partner that already had the right environment in place," commented Gurizzan. "This, in turn, allows NCP PM to pass on significant cost savings to its clients."

"TELUS has built two state-of-the-art data centers utilizing HP and Cisco technology. These data centers are fully synchronized so that if one is hit by a disaster, the applications can fail-over to the other," explained Gurizzan. NCP PM's current solution encompasses the deployment of HP servers utilizing both data centers expertise.

### results

Leveraging the strengths of HP and its SPP partnerships, NCP PM has been able to deliver fast, cost-effective IT solutions to clients on budget and ahead of schedule. Gurizzan acknowledges the value of the HP/TELUS solution – providing controlled, managed growth and scalability – and the flexibility of being able to have it delivered as-needed, in response to market demands.

Gurizzan noted, "NCP PM is very happy with the electronic distribution system it has created for its client utilizing HP's technology and deploying TELUS' hosting services. As we move forward with gaining more high profile, full-service clients, we will be able to expand the technology offering to match client needs and not worry about high availability."



### solution highlights

- HP-UX servers running Oracle DBMS
- hp NetServer LT6000r for Internet access
- hp MC/Serviceguard for server fail-over capability



- hp OpenView for systems management
- hp Consulting for performance optimization
- TELUS hosting services, utilizing Cisco networking



### results cont.

He concluded, "For example, for a recent client we had a plan of action that stated exactly what our client wanted to do, how we were going to execute it and a timeline. The plan was completed within four months to be exact and we actually finished earlier than expected and were extremely pleased to be in that position. When you deal with a professional company like HP, you're going to get a professional job done – everyone wins. HP is proactive about building the right technology solution to meet our and our clients' business needs. I also believe that the futuristic thinking of HP means that there is nothing NCP PM won't be able to do for its clients."

### for more information

For more information on how working with Hewlett-Packard can benefit you, contact your local HP service representative, or visit us through the Internet at our World Wide Web address: <http://www.hp.com>