

## CASE STUDY

### VIRTUALISATION DELIVERS RETURN ON INVESTMENT FOR SAMH (Scottish Association for Mental Health)

SAMH is Scotland's leading mental health charity and works to support people who experience mental health problems, homelessness, addictions and other forms of social exclusion.

The charity provides direct services, including accommodation, support, employment and rehabilitation and actively campaigns to influence policy and improve care services in Scotland. It is committed to the principles of recovery and user involvement and aims to raise the expectations of those people who use the services, those who deliver them and society as a whole.

After a review of IT infrastructure, SAMH identified a need to deploy new servers, and in so doing simplify the management of its IT, creating a scalable solution to meet future needs on a robust platform. The new system needed to be cost effective and deliver value by reducing the overheads incurred by support services. The charity operated nine servers in a Citrix environment plus additional specialist HR software applications.

Castle Computer Services recommended a VMware virtualisation solution that would deliver a flexible, stable platform and allow SAMH to operate at much greater efficiency with far fewer servers, whilst enabling them to protect their organisation with business continuity, disaster recovery and high availability of IT resources.

The VMware solution allowed SAMH to reduce its original volume of nine physical servers down to just three, while at the same time operating a scalable, secure infrastructure. The reduction of server hardware and use of virtualisation also meant that the management of the IT infrastructure was significantly simplified, with the added benefit of reducing the hardware support overhead required.

**John Stoner, Head of Information Systems, SAMH said:**

"We are really impressed with Castle and the solution that they delivered for us, as well as their approach to the project. They worked closely with us to identify and understand our needs. The result is that we now have a highly flexible, cost effective IT system which will provide a tangible return on investment over its lifetime."

**Alan Quinn, Managing Director, Castle Computer Services, added:**

"There is no question that for most organisations virtualisation offers the potential to deliver real savings on IT running costs simply through server consolidation, without reducing capability in any way. Our team has delivered improvements that meet every one of SAMH's specific needs."

Leading Mental Health Charity

Simplify Management of IT Infrastructure

Robust & Scaleable

Tangible Return On Investment

#### Contact us

For more information please contact Castle Computer Services on 0845 230 1314 or email [info@castle-cs.com](mailto:info@castle-cs.com)

