



WINBASIC[®]
Technology Solutions
- EST 1996 -

“We had our own IT resources, but Winbasic managed the entire process seamlessly. Nothing was too much trouble for them – and there were occasions where they worked through the night to get a certain component done so our downtime was minimised.

I highly recommend Winbasic – latest industry knowledge, highly experienced and wonderful to work with. The return on investment for us has been clear.”

Debbie Forrest
Management Accountant
Panasales

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Panasales upgrades to hybrid cloud environment for an immediate lift in productivity.

PANASALES

Client since 2015

Panasales is one of the leading distributors of air conditioning products in Australia. Panasonic air conditioning specialists, the company provides cooling and heating solutions for thousands of homes and businesses each year. With a head office in Brisbane, Panasales services the Queensland, New South Wales and the Australian Capital Territory markets.

CHALLENGE

Panasales’ significant growth meant the company had outgrown its IT environment. The aging IT system was slow, there were too many users and constant breakdowns were impacting the bottom line through increasing staff downtime.

SOLUTION

Winbasic designs and implements a new hybrid cloud environment for Panasales.

The new hybrid cloud environment allows for Panasales’ critical systems to be based on premise in Brisbane and their communication systems such as email and video conferencing to be cloud based. The new hybrid cloud environment is scalable, allowing for more users, hardware and the implementation of new technologies. The Sydney office also now has their IT environment hosted in Brisbane.

The migration was staged over several months and broken into milestones in order to reduce downtime and allow work to be performed by other Vendors.

RESULTS

Panasales now have a hybrid cloud environment which will allow for future growth and the rolling out of new technologies.

- An immediate lift in productivity as the new environment is proving far more stable
- Staff downtime has been virtually eliminated
- Substantial savings realised as IT infrastructure for both the Brisbane and Sydney offices is now hosted in the one location – and no longer duplicated in the Sydney office.
- The new hybrid cloud environment is scalable and can expand to cater not only for existing growth but the future rapid growth which is planned
- Offering the latest technology, super-fast, hybrid cloud environment makes Panasales an appealing company to work for, making it easier to head hunt potential Business Development Managers
- Internal IT resource was no longer constantly troubleshooting
- The company has a secure, monitored IT environment
- With Panasales’ foray into the Office 365 environment, the company is looking at implementing collaboration features for clients and staff (for example, the company is now trialling tablets for field staff)