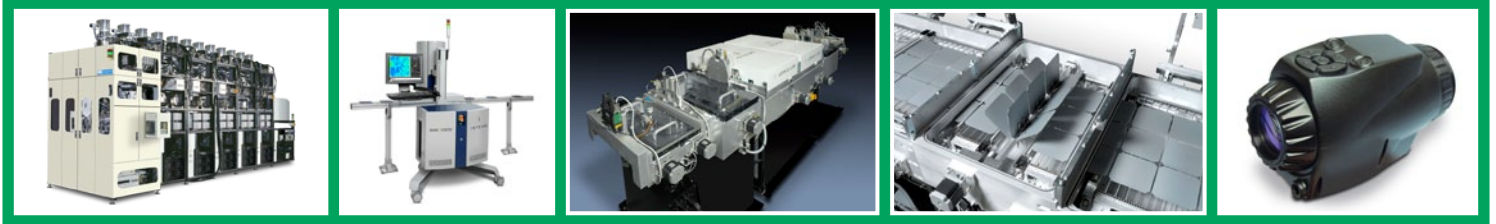




CASE STUDY

Hard Drive Media ... Solar Processing Equipment ...
High Productivity Platforms ... Photonics



INTEVAC Innovative technology company seeks innovative IT solution

THE SITUATION

A leading provider of innovative hard disk drive equipment, solar equipment, and photonics products, Intevac, Inc. had reached the capacity of its bank of network switches. The initial assumption was that Cisco was the only option, but with new users coming onboard and a business plan that paid close attention to IT costs, the expense and limitations of implementing Cisco's technology required Intevac to explore other options.

"Our corporate headquarters in Santa Clara has several buildings that are interconnected via fiber (optics). We grew with so many new users coming onboard we had to have connectivity for each of them. We realized that upgrading our switches was an expensive proposition – and getting multi-level approvals would have been challenging and time-intensive."

– **Brenda Thrasher**, Information Technology Director, Intevac

THE DIAGNOSIS

Intevac knew they had to implement a solution quickly and began researching and interviewing some technical consulting firms. ZAG Technical Services consultants listened as Intevac explained their situation and then offered an alternative to Cisco's network switches. After ZAG explained the benefits of HP's ProCurve technology, Intevac realized this option offered better features at a lower cost, and included a lifetime warranty.

Great, but now the challenge: this was Silicon Valley, it was the end of a fiscal quarter, hundreds of people and nodes needed to be switched over to the new technology. Downtime was simply not acceptable. Could the cutover happen without interrupting high-priority operations?

"You can't just look at the technology of network switching, you've got to pay attention to what each customer actually needs."

– **Jim Hunton**, Principal, ZAG Technical Services

"Having the technology that allows everyone to do everything faster and stay ahead of the curve is crucial to our business."

– **Brenda Thrasher**, IT Director

To stay competitive in Silicon Valley, companies need to stay at the leading edge of technology innovation and make sure their infrastructure investments serve their needs over the long term. Intevac is committed to delivering value to their customers by providing high quality, high productivity, high efficiency, and low-cost solutions.

"We grew so quickly—we had a very dynamic environment—so we really needed the ability to make a decision quickly, move on it, and be confident it was something that was going to address our needs for years to come."

– **Intevac**

Intevac's IT department operates under the same principles: increasing employee productivity through maximum functionality and efficiency while keeping their operating expenses low. For the IT team, it is critical to choose technologies and equipment – like network switches – that offer the same benefits and value as the products they design for their customers.



For THE SOLUTION, IMPLEMENTATION, and BENEFITS turn the page. →

THE SOLUTION

"We've worked with HP since we [were] founded in 1998 with a heavy focus on HP Switches since 2003. From price-per-port to functionality, it's really a no-brainer."

– **Jim Hunton**, Principal, ZAG Technical Services

"When ZAG recommended looking at HP we realized that they were significantly lower in price than Cisco, offered everything we required, and we weren't paying for things that we didn't need."

– **Brenda Thrasher**, IT Director

ZAG helped Intevac understand that HP switches not only cost significantly less upfront with a lifetime warranty, but they offered an easier-access chassis for future expansion and an elegant interface for implementing security features. In the competitive Silicon Valley environment, all these factors meant Intevac could lower overhead costs and get back to business ... as long as the migration would be nearly seamless.

THE IMPLEMENTATION

ZAG's team lined up the appropriate equipment, stacked everything up in parallel with the existing system, and prepared for the scheduled switchover which would include hundreds of users and nodes. That's when Intevac's IT team realized that several employees were in the thick of critical product shipments:

"When we did the cutover, at the moment that we were ready to switch over, we learned that half a dozen employees were trying to ship product. It was the end of the quarter and even 30 minutes of downtime couldn't be tolerated."

– **Intevac**

ZAG responded quickly, working with Intevac to trace the high-priority ports and migrate those critical users first, with only minimal interruption to their work. By the time the second building migrated onto the new infrastructure the downtime was **just 15 minutes**.



HP provided the hardware that formed the foundation of the Intevac solution.

HP ProCurve E5412-96G zl Switch

with 24-port Gig-T v2 zl Expansion Module

Low price-per-port with HP's legendary reliability



- 96 ports, plus 24-port expansion module
- Easy-access chassis for future expansion
- Backed by HP's lifetime warranty

THE BENEFITS

- Low cost-per-port
- Significant speed improvements
- Simple (non-DOS) interface to implement security features
- Easy-access chassis for future expansion
- HP's lifetime warranty



When the IT department at Intevac decided it was time to upgrade their bank of network switches, they had no idea how much of a step forward this would really be. With HP's legendary reliability and lifetime warranty as assurance—and the experts at ZAG Technical services on the job, Intevac was in good hands.

"Before choosing ZAG as our network consultants, we did the research to find who was reputable, then interviewed the principals to see if the mix of personalities was going to work. I'm more concerned with having somebody who's going to look at things logically—and if there's an issue, address it without adding a lot of stress. I've worked with a number of consulting firms over the years and I would say ZAG has been the most responsive. They really do their homework so when they come in they know exactly what needs to be done."

– **Brenda Thrasher**, IT Director, Intevac

ZAG Technical Services, Inc. (ZAG) is an HP Business Partner, a Microsoft Gold Certified Partner and a Gold Citrix Solution Advisor based in San Jose, California. Incorporated in 1998 ZAG services the Information Technology needs of customers across the Western United States. Please visit www.zagtech.com.

Intevac Equipment provides highly innovative manufacturing solutions to the hard disk drive and solar industries designed with "lean thinking" principles. The company is the world's leading supplier of magnetic media processing systems with over 60 percent of the world's hard disk output produced using Intevac systems. Intevac Photonics develops products for a wide range of markets, from night vision cameras and sensors for the military, government agencies, and commercial applications to handheld materials identification units used in multiple commercial industries. Please visit www.intevac.com.

HP is empowering organizations worldwide to build modern, converged networks. HP's comprehensive portfolio of products and solutions are shaping the future of networking design and deployment. For more about HP's leadership role in networking and switching, please visit www.hp.com.

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