



case study

Cetus provide remote Styles&Wood employees with secure access to the information they need to do their job



Styles&Wood are the UK's leading provider of property services for major retailers. As proven innovators they lead their industry, regularly winning awards for the quality of work and the way they run their business.

Their customer portfolio now boasts many high street names, including: Asda, Tesco and Boots as well as banks such as Lloyds TSB and Barclays.

They offer a complete design and project management service that enables clients to get better retail space quickly and cost effectively. Their full cycle of store development is delivered through 4 integrated service divisions, from store planning through to providing technology-based property information systems.

widely dispersed workforce

Cetus Solutions had previously implemented a Citrix infrastructure for Styles&Wood comprising of a 5 server solution based at their head office in Altrincham. This setup increased the flow of information within the organisation and provided secure and reliable access to applications and data for staff based at their other 3 offices in Milton Keynes, Nottingham and London.

the challenge

However, the onsite nature of their business, coupled with the need to service their clients from 4 offices across the UK means that staff are widely dispersed. This places great strains on the management and control of projects. As, in this increasingly IT dependant world, it is necessary to keep field employees in secure and constant touch with all the applications and data they will need to ensure the successful completion of a project

Styles&Wood now wanted to build on their Citrix investment to enable staff that were working on customer sites to easily and securely access project information. And, approached Cetus to advise them how best to go about this.

the recommended solution

After a rigorous analysis of Styles&Wood's requirements, Cetus recommended the implementation of a secure Virtual Private Network (VPN) utilising the Citrix Access Gateway. This solution would provide Styles&Wood staff highly granular, policy-based access to the applications and data they needed to carry out their job.

This level of flexibility was important for Styles&Wood who, at any one time, could have many projects running across the UK. Each project employing different staff and managers who require immediate access to their own information.

After demonstrating the benefits of the solution, Cetus consultants then worked closely with the IT staff at Styles&Wood to put together a comprehensive implementation plan and strategy document that would enable funding for the investment to be released.

Danny Charnley, IT Manager at Styles&Wood commented:

“The solution implemented by Cetus has enabled us to gain total control of our IT infrastructure. By allowing us to increase security while making real-time information available to all our employees it has provided the company with real benefits.

At any one time we can have up to 40 on-site projects on the go and printing for employees at these sites has always been a problem. Now with the Uniprint solution the problem has completely disappeared.

I have been very impressed with Cetus both with their technical expertise and account management. Their staff are professional and friendly and I am looking forward to working with them to continue to develop our IT infrastructure.”

The holistic nature of the Cetus approach means that their customers work closely with them on many of their new technology initiatives and look to them for advice and guidance on emerging products and solutions.



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the benefits

integrated management system

The new solution utilised **Citrix Access Gateway Advanced Edition** and **Citrix XenApp** (previously Presentation Server) for the deployment of applications.

In addition to ensure the overall infrastructure was robust and fast it also included:

uniprint - to enable users to quickly and easily print a document from any location on any printer without the need to worry about having the correct printer driver.

appsense management suite - a single solution that secures, manages and optimises the physical and virtual desktop environment within Styles&Wood.

The Appsense Management Suite was a key part of the overall solution as it provides -

- Central configuration and policy management.
- Optimal system stability and integrity for all servers and desktops.
- Improved end user experience and quality of service.
- Increased system capacity and performance by 40% or more.
- Proactive protection against executable and script-based viruses.
- Increased ROI and reduced IT management costs.

building a long-term partnership

The method by which Cetus manage projects is key to their success and importantly, helps to build a long-term partnership with all their clients. Central to this philosophy is the provision of skilled project management to ensure a smooth implementation and roll-out of the new solution.

As well as dealing with the day-to-day issues that an implementation of this size naturally throws up, the Cetus consultants also provided skills transfer to enable Styles&Wood's own IT staff to take over running the new solution seamlessly.

The total solution now provides secure access for all employees, irrespective of location, to critical applications and data over a standard internet connection. This has enabled onsite employees to be more effective and productive