

**The US' largest Recreational Vehicles and Manufactured Homes builder successfully reorganizes business under bankruptcy, to form two new companies that share a private cloud computing environment.**

### ***The Challenge***

Once a \$4B Fortune 500 company, Fleetwood Enterprises had a centralized IT department that provided services to all their business divisions, including Recreational Vehicles and Manufactured Homes. Under bankruptcy, the company sold its assets to two Investors who each bought a business division of the company, forming two new companies – Fleetwood RV and Fleetwood Homes. Splitting the IT operation was not an option, as it was cost prohibitive and disruptive to the new businesses.

### ***Our Approach***

Allied Digital, through its US subsidiary En Pointe Global Services (EPGS), bid for the Transitional Services contract and won it against a number of competing companies including several top 10 global IT companies. Within the first 60 days, EPGS leveraged its experience, global resource pool and end-to-end technology solutions capability to ensure uninterrupted and value-added IT services to the newly formed companies under a Transitional Services Agreement.

### ***Results***

Both the newly formed companies, Fleetwood RV and Fleetwood Homes, began their business immediately, without any distractions and capital expenditure costs associated with building and operating their own IT infrastructure. Their business leaders were free to focus on the core business and the users experienced no loss of productivity. Through the cloud computing model, both companies operating on a shared infrastructure, experienced improved SLAs at significantly lower operating cost. EPGS actively identified and eliminated several business disruption risks by adding redundancy at both staff and hardware levels and reassigning critical services contracts.

### ***Cloud Solution Building Blocks***

- Managed Infrastructure and Applications hosting
- JD Edwards (ERP), Siebel (CRM), Web Methods (middleware), Web Methods (Custom Apps), VMS Legacy Systems, Exchange, Voice Over IP etc.
- MPLS, IPS, Firewall, NOC, SOC, Content Filtering, Desktop Management, Email Spam Filtering
- Database Administration, System Administration, Network Administration, Security Administration, Business Analysis, Programming, Change Management, Project Management, Vendor Management, Help Desk, IT Operations
- Disaster Recovery and Records Retention

### ***Services Offered by Allied Digital in this project***

- 24x7 Remote Network Management through NOC
- 24x7 Remote Security Management through the SOC
- Data Center consolidation
- Network and Security redesign and optimization
- Voice-over-IP telephony
- Disaster Recovery planning and design