

# JW Lees boldly steps into the virtual world

NORTH WEST BREWER AND PUB OPERATOR J W Lees has invested in new virtualisation technology provided and managed by Compufix.

The new virtualised solution has transformed J W Lees' day-to-day operations, with a radical overhaul of the back office at its 35 managed houses – and with the potential to do much more.

Compufix removed old onsite PCs, replacing them with one low cost virtualized thin client PC, using market-leading VMware software to link the users back to key central business applications, such as Microsoft Office, payroll, background music, phone systems, card payment traffic and other vital business applications - all via Compufix's co-location data centres.

## The benefits

*"The benefits to us as a business are massive – modernising our IT infrastructure, improving the flow of business information, and delivering significantly reduced costs and maintenance,"* said Mike Wild, J W Lees' IT Manager.

*"The hardware and systems replaced were passed their best and were a headache for us and pub managers, as it stopped them opening even some of the most basic files, such as Acrobat – it just couldn't handle it. The upgrade has also allowed us to overhaul our email system giving us plenty more benefits across the wider estate.*

*"We've already seen a big difference and laid the foundations for future new developments and features. We are currently looking at other operations that will all sit and run on the new infrastructure that we have built."*



## Knowledge and understanding of the pub business

Mike said that Compufix's knowledge and understanding of the pub business was an essential element of their business relationship.

*"Working with Compufix, we get a lot of flexibility, which is hugely advantageous to us. Its specialist expertise and the level of service we get is something that we would not get from a bigger company – it's a real partnership."*

He added: *"Pub managers have taken to the changes positively and my job has been to explain and assure them that we have made this investment to benefit them and the business as a whole."*

*"The investment we have made and continue to make will pay for itself and deliver long term savings - more than paying for itself, and giving us a business and IT infrastructure fit for purpose for many years to come."*

## Overview from Paul Hazeldene, Commercial Director at Compufix

*"In these cost-conscious times, it is not surprising that virtualization is the current buzzword in IT. In a host of ways – the sky really is the limit."*

*"Virtualization is a real cost-cruncher that can dramatically reduce the costs of IT to businesses, removing the need for on-going investment in multiple PC hardware and software, speeding up the provision of new, innovative programs and freeing up resources."*

Summing up the possibilities opened up by latest advances, Paul said: *"Transformation and effective use of virtualization can help companies to significantly reduce capital and operating costs, while enabling businesses to collaborate and communicate more efficiently, both internally and externally with their customers."*

**Compufix is a leading innovator and ICT supplier to the Motor, Hospitality, Leisure and Retail industries.**

**Compufix pioneers cutting edge applications and services for industry, working with a range of specialist management operating systems and the latest digital technologies.**



Compufix Computer Services

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