



Objective

Modernize **IT infrastructure** to enable real-time business analytics and business scalability while increasing performance, reliability, and data protection

Approach

Engage HPE service provider partner subIT to implement an IT platform built on **HPE ProLiant DL360 Gen10 Servers**, **HPE OfficeConnect 1920S Switch Series**, **HPE OfficeConnect OC20 Series Access Points**, and a **hybrid cloud** backup and recovery solution

IT Matters

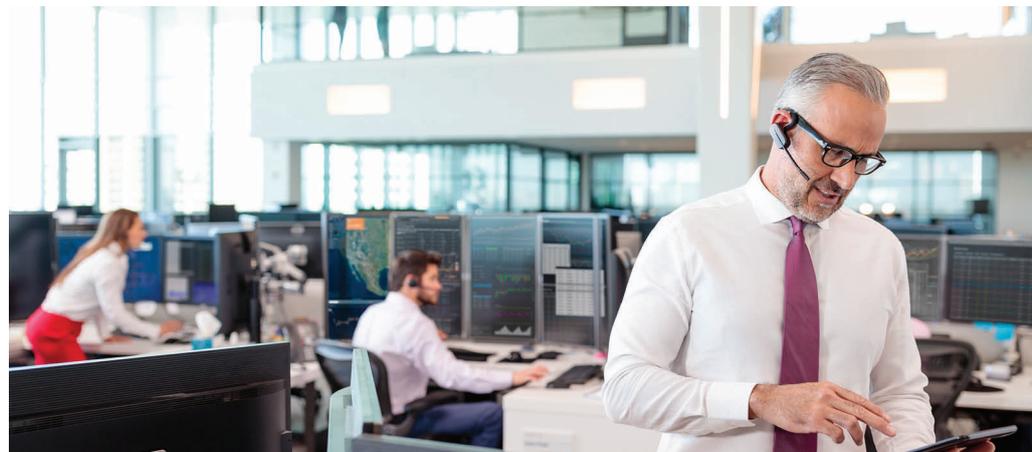
- Supports 3X improvement in wired and wireless network availability
- Enables resilient VM environment for critical applications (30 VMs per server)
- Speeds up compute performance by 60–70 percent vs. previous environment
- Protects critical customer and VM data with hybrid cloud backup solution

Business Matters

- Provides visibility into logistics and scheduling of available resources
- Enhances ability to gather and store crucial business data for analysis
- Delivers the tools and experience to grow beyond regional presence
- Increases operational efficiency, enhances productivity, and keeps business running

Moving mountains with Gen10

Allied Trucking of Florida is in it for the long haul with HPE and subIT



Executive summary

Allied Trucking of Florida chooses **HPE ProLiant DL360 Gen10 Servers**, **HPE OfficeConnect 1920S Switch Series**, and **HPE OfficeConnect OC20 Access Points** to build the future of its Florida-based industrial trucking business. Find out how HPE partner subIT guided Allied through a major IT modernization that positions the trucking leader for real-time analytics and statewide growth.

Breaking the old-school rules

Architects, designers, and engineers can dream up just about anything. Transforming those dreams into reality is a different matter altogether. To do it right, you need professional, reliable services supporting the project at every step.

Allied Trucking of Florida has been serving the construction industry in Florida for more than 30 years, providing materials delivery, hauling contaminated material handling, and

demolition services that keep projects safe, predictable, and on time.

The industrial trucking industry hasn't changed as much as the world around it. But now that's changing too. "The dump truck business is a very old-school industry," explains Carlos Fernandez, IT manager at Allied Trucking of Florida. "Until recently, there hasn't been a lot of IT in the business—we used servers mostly for storage and the data we were storing wasn't being analyzed promptly enough to affect decision-making processes."



“We are number one in the industry in South Florida, and we don’t want anybody jumping ahead of us. That’s the reason we’re investing in a business intelligence platform built on **HPE solutions** with support from subIT.”

– Carlos Fernandez, IT manager, Allied Trucking of Florida



The need for visibility

In fact, it was regular practice to enter data after the weekly work that was scheduled had been done, mainly for record keeping and billing purposes. “For instance, we wouldn’t know how much delivery product we actually had in our system at any given moment,” Fernandez relates. “We would find out next week once the data had been entered, processed, and analyzed. We were always a week behind.”

Fernandez and Ricardo Vargas, process manager at Allied Trucking of Florida, were brought in to change all that. “This industry has been able to exist with this day-to-day mindset for a long time, but we want to push to go farther,” Fernandez says. “We want to be able to track deliveries, make decisions in real time, and predict our next move.”

The IT infrastructure Fernandez and Vargas inherited was not capable of delivering on that promise. “We mostly had older servers that were running out of space,” Fernandez recalls. “And if we’re going to be a leader in the region, we knew we had to upgrade our platform.”

Vision into focus

Allied’s core business application has to handle everything—payments to drivers, receivables, payables, and all the data for each trip. “Every week we make between 13,000 and 15,000 entries. It’s a lot of data that we don’t want to lose.”

Faced with the need to upgrade, the desire to perform advanced analytics and the vision to be an industrial trucking leader in the region, the small IT team reached out to local HPE partner subIT and its founder Joaquin Ochoa. “We heard about Joaquin through word of mouth—one of his customers told us he wasn’t just some guy selling a dream. He could actually make stuff happen,” recalls Fernandez. “So we gave him a call.”

Fernandez and Vargas told Ochoa what they wanted to do: “We want to build new software to track the deliveries and it’s going to be based on Microsoft® SQL Server, and we want it to be a highly available virtual machine environment,” Fernandez explains. “And we want to be able to have instant visibility into that data via a dashboard so we can manage our fleet of trucks in real time depending on where they are and where they will be going.”

Currently, Allied manages all this by phone and text messages. “We’re highly reactive right now, decision-making is just based on how a person thinks something should be done,” Vargas offers. “We want to move past that so we’re making decisions based on business intelligence.”





Solutions that transform

Allied already has a long history with **HPE servers**, and Ochoa at subIT relies on them for his customers in the transportation industry. “We had been using HPE ProLiant Gen8 Servers, but we wanted a fresh start for our new VM environment,” Fernandez says. Ochoa likes deploying **HPE ProLiant** servers at his customer sites because he can manage them remotely via their built-in **HPE Integrated Lights-Out (iLO)** features.

For the scale and performance they needed, the team chose HPE ProLiant DL360 Gen10 Servers. With the latest security, performance, and expandability features, the DL360 offers the business the opportunity to grow without bottlenecks in storage, compute, or expansion. Featuring **HPE Persistent Memory**, the server is optimized for the database performance and analytic workloads Allied needs.

The team at Allied also appreciates the built-in security features that **Gen10** brings to the table. “With firmware and a BIOS that are grounded on HPE’s Silicon Root of Trust, the Gen10 speaks for itself,” Ochoa recalls. “I didn’t have to sell them on that. They saw me walk in with an **HPE Gen10 Server**, and they were already on board.”

An **HPE iLO Advanced** license adds further functionality to the solution. “With iLO Advanced, we can now create custom alerts to track things like server health and voltage use,” Ochoa explains. “That’s a big deal for Allied, because if the voltage goes up over 520 that means trouble. It helps them regulate their server room environment so that they don’t have a server outage due to temperature.”

Reach expanded

To augment performance at its Miami headquarters and also boost bandwidth to its Tampa, Orlando, and Palm Beach locations, Allied Trucking of Florida chose HPE OfficeConnect 1920S Switch Series. “We wanted to scale and improve performance and subIT knew what we needed,” Fernandez explains. “We need enough bandwidth to handle the data loads we’ll be pushing through our network, so the boost from 1GBE to 10GBE is a big deal for us.”

According to Ochoa at subIT, the solution allows Allied to create a network that offers a high level of redundancy as well as scalability. “The HPE OfficeConnect 1920S allows Allied Trucking of Florida to support three separate ISPs for high availability,” Ochoa explains. “At the same time, OfficeConnect allows us to create a new network architecture that is 100% scalable. If they need more ports or workstations, or a whole new branch office, it’s as easy as plugging in new hardware.”

The new architecture also takes advantage of existing switches from HPE that the team at Allied was already familiar with. By simply updating firmware and software, Allied is able to repurpose the units for connecting its workstations to the LAN.

Allied’s offices also gain the flexibility of wireless networking courtesy of the HPE OfficeConnect OC20 802.11ac Access Points on their campuses. Supporting both critical applications and a guest network, the access points are simple to manage via the OfficeConnect iOS or Android mobile application.



Case study

Allied Trucking of
Florida

Industry

Transportation



Customer at a glance

Hardware

- HPE ProLiant DL360 Gen10 Servers
- HPE OfficeConnect 1920S Switch Series
- HPE OfficeConnect OC20 Series Access Points

Software

- Microsoft SQL Server
- HPE iLO Advanced

HPE Pointnext

- HPE Foundation Care 24x7 Service

Ideas unleashed

Now armed with an infrastructure that will allow Allied to fulfill its vision of a data-driven trucking company, the team on the ground is excited for the future. “We can’t wait to take our next steps,” Fernandez says. “We want more than just new operations software. We want to build a lot of services with the idea of getting access to the most data we can get. The more data we have, the better our decision-making processes will be.”

One of the services Fernandez wants to build is a contract backup system. “We aren’t currently saving as much information as we would like,” Fernandez says. “One of the things we want to do is store electronic images of all our pick-up and delivery tickets on our servers. This could be a big timesaver in the field. Instead of calling someone at the office to dig up the data on a customer, the driver provide us with the ticket image right there at delivery in real time.”

All that data, whether file storage, application, or VM data, will be secure through a backup service that Ochoa designed last year built on HPE ProLiant DL380 Gen10 Servers. From Allied’s headquarters to the data center

at subIT, all critical business data is protected off-site should there ever be the need to recover lost data. And should there be a hardware failure, Allied is protected through HPE Foundation Care 24x7 Service from **HPE Pointnext**.

Future unfolds

For Allied Trucking of Florida, having the tools it needs to build its future is crucial. “We are number one in the industry in South Florida, and we don’t want anybody jumping ahead of us,” Fernandez relates. “That’s the reason we’re investing in a business intelligence platform built on HPE solutions with support from subIT.

“For us, it’s not just about getting good prices on gear. It’s about trust. And that’s what we get from subIT—Ochoa is not just someone who sells us technology. We accepted his proposal because he supports our business. He knew how to get us what we needed on our budget, and we couldn’t be happier that it just happens to be built on solutions from HPE,” Fernandez sums up. “Now we’re in a position to look beyond South Florida and scale our business north.”



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