



## | CASE STUDY

# Technology Center delivers peace of mind for Central States Fair



### THE SITUATION

Facing a hand-me-down server, two crashed hard drives, and competing offers of expensive Band-Aid® fixes, the Central States Fair liked what it saw in Technology Center's proposal...

*"They were more thorough in asking us what our needs were and building something accordingly."* – Pam Teller, Assistant GM, Central States Fair



A \$4 million operation, the Central States Fair hosts two signature 10-day events plus another 256 annual events on its 75-acre property.

This non-profit 501(c)5 corporation is staffed by just nine hard working employees, so a reliable, custom-tailored technology infrastructure is an absolute must.

*"If we were to lose one of our drives in the middle of a horse sale, we wouldn't have time to start over. These things never happen at a convenient time."*

– Central States Fair and Stock Show

### THE DIAGNOSIS

Their 10 year old server was responsible for an immense amount of data and critical daily functions: accounting software, venue rentals, livestock sales, event promotion, and all business operations.

Technology Center was the first to recognize that simply replacing a worn-out hard drive wouldn't cut it. That quick-fix (proposed by other vendors) would have exposed this fast-moving organization to the risk of future drive failures...a risk that was simply unacceptable.

*"HP servers deliver the security we needed for this solution along with scalability to expand in the future. HP ProLiant technology helped us create a redundancy that would significantly reduce downtime."*

– Diane Michelson, Sales Manager, The Technology Center



Learn more about how the Technology Center and HP saved the day for the Central States Fair.

For **THE SOLUTION** turn the page. ➔

## THE SOLUTION

The Central States Fair said their vendor better provide security, redundancy, reliability... "or we kill them." The management of Rapid City's fair, stock show, and rodeo takes **no bull**. So when they needed a solution to their server's failed hard drives, only the most reliable technology would make the cut.

*"I had to tell my board why an unexpected \$10,000 expenditure was reasonable. I am not a technically savvy person: Technology Center was excellent at not rolling their eyes. They gave me a foundation so I could explain it in simple terms."*

– Pam Teller, Assistant GM




## HP PROLIANT ML350 G6 SERVER

Best-in-class availability, unsurpassed flexibility



- Easily expands to support new users, locations, external storage, and backup
- Redundant power, fans, memory and disk options
- The latest Intel® Xeon® processors and QPI technology

**Elite Partner**  HP expandable servers deliver decades of engineering and integration experience designed to speed the implementation of new business computing technology. The Technology Center is an HP Networking Select Partner, offering supreme technical expertise and certified service.

**HP provided the hardware that was core to the Central States Fair server solution.**

**Server:** HP ProLiant ML350 G6 Server (Tower)

**Processor:** Intel® Xeon® E5620 Quad-core Processor, 2.40 GHz

**Memory (4):** HP 2GB 2Rx8 PC3-10600E-9 Memory Kits

**Drives (5):** HP 146GB 6G SAS 15000 RPM (2.5 inch) Hard Drives

**Power:** HP 460-Watt 12V Hot Plug AC Power Supply Kit



*"There were very difficult connectivity challenges due to a mixed bag of employee hand held devices. We had to work tightly within their staff schedules to seamlessly attach all those different devices."*

– Monte Martell, Systems Engineer,  
The Technology Center

The Technology Center is a team of highly trained and experienced consultants, technicians, engineers, and administrative specialists. Since 1979 we have provided only the highest level of quality products and service. We are expert problem solvers, always putting each client's needs first.

*"Anybody I do business with has to be as on top of things as we are. I need to trust that if something comes up, they'll respond. Technology Center has definitely done that."*

– Pam Teller, Central States Fair

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