



DLC Brasil

CASE STUDY

ABOUT DLC BRASIL TECNOLOGIA

DLC Brasil Tecnologia is an information technology company focused on providing IT solutions for businesses looking to reduce costs, mitigate risks and gain agility in their business. It delivers a wide range of services designed to meet the needs of growing businesses looking to reduce costs and improve operational efficiency.

DLC Brasil Tecnologia provides a number of services and features, including:

- Cloud Document Management
- Backup of Critical Data
- Cybersecurity - Next Generation Firewall (NGFW), Unified Threat Management (UTM), Intrusion Prevention System (IPS) solutions
- Cloud Computing Infrastructure
- VoIP Communications Systems

DLC Brasil was undergoing a reformulation in its structure, in order to improve its quality of service provided to external and internal customers. They needed to have more agility in the processes and procedures in order to expand their server infrastructure.

During the vendor selection process, the company reviewed the solutions provided by companies they already worked with or received information about through referrals. After compiling a list, they deployed test services.

DLC Brasil decided to consider ServerMania to tackle their biggest server challenges.



DLC Brasil

Industry:

- IT Services

Location:

Cuiabá, Brazil

Website:

<https://www.dlcbrasil.com.br/>

Principal Market Segments Served:

- Small / Medium Business
- Enterprise

ServerMania Services Used:

- Dedicated Servers
- Private Networking

THE DLC BRASIL CHALLENGE



When searching for a new server provider, DLC Brasil was primarily concerned with finding a provider who could deliver with agility and quality, while providing simple, fast and reliable technical support.

When DLC Brasil was searching for a new server partner, they understood that the key to growing their company was finding a provider who could help them optimize their own deployment processes.

DLC Brasil needed a server partner that could:

Help them grow their cloud infrastructure product offering Deliver customized access to networking to reduce management time Develop a server strategy that could sustain long-term growth

After reviewing their server options and testing the sales and support responsiveness of the team, DLC Brasil chose ServerMania as a trusted service partner for their business.

"Today, all of our servers are hosted with ServerMania using secure access and high availability."

Mauricio Fabio Negrisoni
DLC Brasil

"We went looking for a hosting provider, with a more humanized and personalized service, in addition to a stable platform with a viable cost. ServerMania went beyond what we expected, met all of our expectations and made our cloud project an absolute success."

Mauricio Fabio, Negrisoni DLC Brasil

THE SERVERMANIA SOLUTION



DLC Brasil chose ServerMania as a server partner in order to provide IT solutions to businesses worldwide. ServerMania was able to deliver the personalized support, stability, flexibility, and latest technologies that DLC Brasil needed in order to grow its business.

Increased Customer Demand

After partnering with ServerMania, DLC Brasil saw staggering growth in demand and orders for their cloud infrastructure products.

DLC Brasil was able to leverage Buffalo Dedicated Servers and ServerMania's private networking services in order to deploy a VMWare virtualization platform which they could completely control, without the need to invest in costly infrastructure.

"Since moving to ServerMania, we've been able to increase our offering of Virtual Servers to customers. We estimate that there was a 50% increase in demand for the solution, and a 20% increase in sales from cloud contracts."

Mauricio Fabio Negrisoni
DLC Brasil

"ServerMania provided us with access to the management console for hypervisors, and management of our LAN Switch. This greatly speeded up our processes, drastically reducing the amount of time we needed to spend contacting support."

Mauricio Fabio Negrisoni
DLC Brasil

Reduced Server Management Time Through Customized Solutions

As DLC Brasil was deploying Cloud services to businesses around the world at a rapid pace, they needed a partner who could help them optimize processes to ensure they could keep up with the increased demand for their services.

ServerMania worked with DLC Brasil to provide them with the specialized network access they required to efficiently manage their dedicated servers. This allowed the company to maximize the profitability of its IT services.

THE SERVERMANIA SOLUTION



Increased Agility and Ease of Deployment

Developing a cutting edge cloud platform for its users involved having access to the latest enterprise-grade hardware along with the necessary access to managing those devices.

DLC Brasil opted to deploy ServerMania Dedicated Servers using the VMWare platform, in conjunction with a private networking system to manage all of their devices directly.

With the ServerMania Surge control panel, DLC Brasil received access to manage every aspect of their hosting solution with speed and precision.

“The key to the success of this phase was the agility and ease in delivering the contracted services. With the main services replicated and tested, we started the creation of VPNs with our office, and again it was a success across all levels. The quick response from ServerMania’s support in the customization of the OS and network were the determining factor of the success in the implementation.”

Mauricio Fabio Negrisoni
DLC Brasil

“In one case, we had to double the storage capacity of a backup server due to an increase in requirements. Our request was promptly answered and scheduled for an off-peak time. The upgrade was performed and the next morning everything was operational. The level of support service from ServerMania is exceptional, all calls are always answered quickly and resolutely.”

Mauricio Fabio Negrisoni
DLC Brasil

Reduced Infrastructure Management Costs

Whenever DLC Brasil experiences a server performance issue, they understand that ServerMania is standing by 24x7 to conduct any necessary hardware management or replacement at no cost to them.

This has helped the company reduce its infrastructure investments while increasing its product offerings.

WHAT ADVICE DOES DLC BRASIL HAVE FOR ANOTHER COMPANY ABOUT TO EMBARK ON A SIMILAR PROJECT?

“If you want to start your own cloud project on ServerMania Dedicated Servers, do it without fear. The main advantages that we found here at DLC Brasil were the drastic reduction of investment in infrastructure, not only in hardware, but also in power, air conditioning, and networking costs. It is very fast and at low cost to increase processing power by adding new Dedicated Servers.”

Mauricio Fabio Negrisoni, DLC Brasil

Since partnering with ServerMania, DLC Brasil has grown revenues for their infrastructure services immensely, with a 50% increase in demand for their cloud services.

ServerMania was able to provide DLC Brasil with:

- A drastic reduction in its infrastructure costs while delivering enterprise-grade servers without any up-front hardware or staffing costs
- Private networking and exclusive access to precisely control their network, reducing support time needed
- Personalized support with a focus on customized solutions to help DLC Brasil grow their business

ServerMania is more than a server hosting provider. It's here to provide you with a personalized approach to service and deliver solutions that help you reach new customers and grow your business. ServerMania empowers your business with flexible, reliable, and affordable infrastructure backed by unmatched enterprise infrastructure expertise and experience.

LEARN MORE

ServerMania is a Canadian company with over a decade of experience building high-performance infrastructure hosting platforms for businesses globally. It offers a wide range of fully customizable dedicated, hybrid, cloud, colocation and IP Transit services.

ServerMania's mission is to empower clients by equipping them with fast, reliable, innovative infrastructure hosting while upholding a 100% network uptime SLA. This is assisted by a 24x7x365 rapid response team – one with some of the best response times in the industry.

To learn more about how ServerMania can help to reduce your business's infrastructure costs while improving reliability and performance, [get in touch today](#).



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