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HPE Partner DTP Group helps Trinity House keep the lights on

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  Trinity House network engineer

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"Protect your digital enterprise" is one of management's key responsibilities, but what if your company's responsibility was "protect the country?"

That's the charter of Trinity House, a customer of DTP Group, an HPE Gold Partner based in Leeds, United Kingdom. Trinity's mission is to help keep the seas around England, Wales, the Channel Islands, and Gibraltar safe for shipping by looking after 65 lighthouses across the country, as well as light vessels, buoys, and maritime radio/satellite communication systems.

Trinity House officially describes itself as "a charity dedicated to safeguarding shipping and seafarers, providing education, support, and welfare to the seafaring community with a statutory duty as a General Lighthouse Authority to deliver reliable, efficient, and cost-effective aids to navigation service for the benefit and safety of all mariners."

Trinity House recently upgraded its storage infrastructure with a complete HPE technology refresh, working with DTP Group

to migrate to HPE 3PAR across three sites and install a new backup storage solution using HPE StoreOnce and Veeam.

Trinity House
Serving the mariner since 1514

Trinity House is no 21st century startup. In fact it was incorporated more than five centuries ago, by Royal Charter granted in 1514 by Henry VIII under the name "The Master, Wardens, and Assistants of the Guild, Fraternity, or Brotherhood of the most glorious and undivided Trinity, and of St. Clement in the Parish of Deptford-Strond in the County of Kent." As Gavin Race, Trinity House's network engineer, put it, "There's some history."

With most of the country's lighthouses now automated, Trinity House relies on a great deal of information technology to make sure they are all working and properly maintained. In 2015 Trinity House's legacy HP storage environment was coming to the end of its useful life, capacity life, and support life, so they issued a tender for the upgrade work.

DTP won with the highest score on Trinity House's scoring matrix, which included the quality of the tender proposal, quality of the proposed solution, price, case studies, and references from organizations with similar projects. The project became DTP's first engagement with Trinity House.

"Trinity House has always used HP servers and HP desktops in the past, but we weren't closed in our decision-making in terms of what manufacturer of solutions we were going to consider," said Race. "The tender evaluation/selection process was very objective. After carefully considering all the offerings, we elected to stay with HPE."

Trinity House is now equipped with three HPE 3PAR solutions, two HPE StoreOnce devices, HPE blade infrastructure, fiber channel switches, and a tape autoloader connected to an HPE backup server.

"Our overall experience with DTP and HPE was very positive," Race said. "Straightaway, we've noticed performance improvements. It's just been one of those projects that we've been really pleased with. And the guys who are helping us implement the project have been really good to work with. As long as

the service continues as well as it has, then certainly we are keen to continue working with both DTP and HPE."

DTP has been has been an HPE exclusive partner for its nearly 30 years in business. Ian Ellaway, field sales account manager for DTP, noted positive changes in the HPE Partner Ready program in recent years.

"Since the split, HPE's sales structure has changed for the better," he said. "You used to have a server person, a storage person, a networking person, each with their own targets focusing on their own areas. Now you have a central field sales line person who will look after the whole portfolio. That makes our conversations with customers a lot easier."

Summing up the project, Ellaway said, "It's far and away improved the performance of the storage environment for Trinity House's business. The backups are taking a fraction of the time, and they now have backups and replication of their storage arrays between their three sites, which is something they didn't have before. So they are now more secure and resilient as a business in case they should ever have a catastrophic event at one of the sites."