

S U C C E S S S T O R Y

CLIENT: **Brooklyn Brewery**

A leading regional craft brewery



C H A L L E N G E

Brooklyn Brewery was at a crossroads. It had completed divesting itself of its distribution business, allowing the organization to focus on its core competencies as a craft brewery. However, with slimmed-down headcount it was necessary for Brooklyn Brewery to maximize staff efficiency. Its aging Novell NetWare network had met its needs for many years. However, based on increased reliance on email to communicate with its distribution partner and its local retail clients, as well as an increasingly mobile workforce needing improved remote access, new communications capabilities were needed.

S O L U T I O N

Brooklyn Brewery turned to QTS, which had installed its first network in 1996, to implement the new system. After assessment of the organization's needs and goals, particularly in the areas of mobility, remote access and CRM, QTS recommended a solution based on Microsoft Windows 2003 Small Business Server. QTS had recently implemented new firewall and anti-spam platforms and was able to re-use these components. QTS completed a migration of data and applications to the new server, including a migration from Novell GroupWise to Microsoft Exchange, then added Citrix MetaFrame to provide a robust remote access solution for mobile workers and telecommuters.



C L I E N T Q U O T E

"QTS listened carefully to our new business demands, and worked with us to upgrade our network, while planning for future needs. They delivered the project on-time and under-budget, with minimal business disruptions."

*Eric Ottaway, COO
Brooklyn Brewery*

C L I E N T P R O F I L E

*Industry: Beverage
Manufacturing
Size: 25 employees
Location: Brooklyn, NY
Technologies: Microsoft
Windows 2003 Small
Business Server, HP
Servers and Cisco
Infrastructure, Symantec
Antivirus*

R E S U L T S

QTS completed implementing the two phase project ahead of schedule and under budget, with minimal disruption to the organization's staff. By meeting an aggressive deadline, QTS also facilitated concurrent migration to an upgraded accounting system. The new network platform provides Brooklyn Brewery with the reliability, security and performance it needs. QTS also provided training and knowledge transfer to the in-house administrator, and backs up the network with its award-winning QuikAssist™ support coverage. With the new network from QTS, Brooklyn Brewery's staff can focus on getting its Ales, Lagers and Stouts out of inventory and into the waiting mugs of its customers – **Worry-Free!**



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**Providing
Worry-Free
Network
Solutions!**