

## DynaSis Helps Sunbelt Material Handling Expand Capacity

Capacity is a familiar concept to Sunbelt Material Handling. The company designs, engineers and installs rack storage systems, drive-thru buildings and pre-engineered metal buildings for the lumber and building materials industry. From rack systems to free-standing buildings, Sunbelt delivers solutions that allow lumberyards, manufacturers and retailers to display, store and maintain their inventories. Sunbelt knows better than anyone how to achieve optimal capacity from limited space. But to get the same result with its IT systems, Sunbelt turned to DynaSis.

“We’ve been a DynaSis customer for about 5 years,” said Travis Darnell, President of Sunbelt Material Handling. “They’ve done several network upgrades for us, added servers and handled our IT maintenance through the Digital Veins service.”

Recently, it became obvious that another significant upgrade, if not a new server, was needed. “The mail server was crashing nearly once a month,” said Jamus Tianti, one of the DynaSis engineers working with the Sunbelt account. “There were a few other problems as well.”

A necessary software upgrade forced a decision. “We got new software for quoting, and we simply couldn’t run it. We didn’t have the capacity on our current servers,” Darnell said. “I talked to DynaSis about the possibility of hosting it for us, and they said ‘Why don’t we host everything?’”

### Manage IT for Me

DynaSis suggested Manage IT for Me, a new service developed as an alternative to traditional networks. With Manage IT for Me, all applications and software are run from the DynaSis data center and accessed over the internet with a secure point to point T1 connection.

“It seemed our system was always bumping up against its capacity, so this solves that problem for us,” Darnell said. “The cost is a little more than what we were paying for monthly maintenance but what I’m saving by not having to replace hardware more than offsets that.”



There are other benefits as well. “Using Manage IT for Me, we always know we have current licensing. Our Windows Office Suite was just upgraded, and this version has better spam coverage than what we were using,” Darnell said.

Tianti notes that backup management is an important part of Manage IT for Me that customers really appreciate once the program is in place. “It’s great not to have to worry about backups,” he said. “If you’re doing it yourself, you have to find the tape and load the files - it can be time consuming and troublesome. With Manage IT for Me, you just put in a ticket and the restore is done.”

Darnell agrees. “In the past, it’s fallen to my controller or me to handle backups, remembering to change the tapes, dealing with problems if we needed to restore. Now I don’t have to think about it, I just know that it’s always done. Once you think about the value of your time, you realize that’s a significant savings.”

### Smooth Conversion

The conversion to Manage IT for Me has been easier than Darnell expected. The fact that all of Sunbelt’s applications were already running on a Citrix server smoothed the way. “We’ve had fewer problems than I expected,” Darnell said. “It’s generally gone very well, and the program is living up to my expectations. It’s more reliable, our uptime is improving.”

Darnell will realize another perk of Manage IT for Me when his office moves later this year. “This will make moving the office so easy,” he said. “We’ll just unplug the machines over here, plug them in in the new space, and we’ll be ready to go.”

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