

## Sagent Advisors

A Flawless move with ClearCube PC Blades



## SAGENT ADVISORS

running without exception. Its one thing to move a few PCs and workstations, but how do you flawlessly move an entire company's PC infrastructure over a weekend?

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“With Ideabox and ClearCube PC Blade computing we have built an IT infrastructure that is scalable, efficient to manage and saves us money. As a result, we are able to focus more of our time on servicing our clients by providing them with informed, strategic financial advice and less time dealing with the burden of PC management.”

--Scott D. Kaplan  
Chief Administrative Officer  
Sagent Advisors Inc.

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### OVERVIEW

#### ► The Challenge

To seamlessly move the entire computing system of a top-tier financial advisory firm over a single weekend.

#### ► The Solution

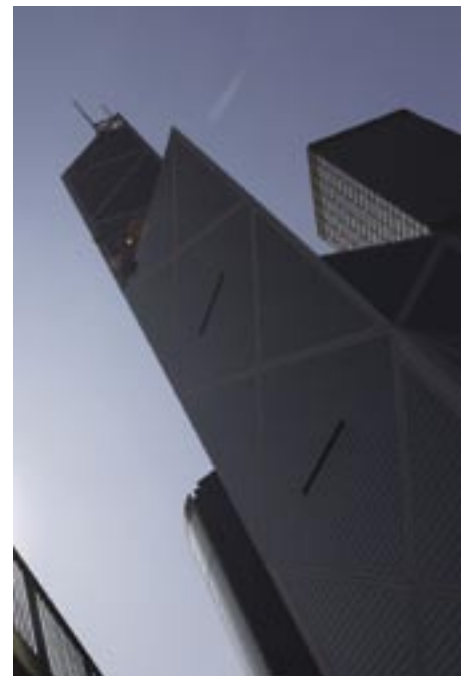
Install rack-mounted ClearCube PC Blades that can be moved to a new location with little effort.

#### ► The Benefit

Incredibly easy implementation enabled Sagent to resume business as usual immediately after the move while saving thousands of dollars in moving and support costs.

Sagent Advisors Inc. is an independent financial advisory firm dedicated to providing high-quality M&A counsel and other strategic financial advisory services to clients. As a growing financial firm based in New York City, Sagent must react quickly to changing markets, new client requirements, and rapidly evolving business conditions. That includes being able to seamlessly install, move, add, or change PC resources without impacting productivity, data integrity, or service to their clients.

Recently, Sagent decided to move to a larger office to accommodate its explosive growth. The firm needed the move to occur over a weekend in order to minimize disruption and maximize productivity. When the doors opened on Monday morning, every PC in the company would have to be up and



## A Good Move: ClearCube and IdeaBox

Fortunately, Sagent had already built its PC infrastructure on ClearCube PC Blades and retained IdeaBox, a leading provider of IT management for financial services firms. ClearCube delivers fully functional Intel®-based P4™ computing to the end user's workstation from a secure, centralized location. The traditional bulky box PC is replaced with a small User Port about the size of a VHS tape. These User Ports are connected via existing cable infrastructure to PC Blades located at a central location, increasing security of the firm's physical and data assets. Using ClearCube's Management Suite™, an intuitive set of management applications, IT can remotely manage all of Sagent's PC Blades more efficiently and cost-effectively.

Sagent had chosen IdeaBox as its managed IT provider. IdeaBox managed all aspects of Sagent's IT systems, including desktops and workstations. As a pioneer in implementing PC Blade solutions in New York, IdeaBox understood the value of using PC Blade solutions to meet the complex needs of financial services firms.



## Ease of Installation and Maintenance Exceeds Expectations

On moving day, the benefits of PC Blade computing became even more evident. A small team from IdeaBox was able to move every PC Blade and have them set up and running at the new office in minutes.

"The move couldn't have been simpler," recalled James Oliverio, founder and CEO of IdeaBox. "We powered down the system at the old location and slipped out the PC Blades. Then two people literally walked the Blades down Park Avenue to the new location and took them to the racks that had already been installed. Then we just popped the Blades into place, set up the User Ports, and voilá. It was that easy. In fact, the PCs were set up before the movers arrived."

Scott Kaplan, Chief Administrative Officer for Sagent, was pleased with IdeaBox and the ClearCube PC Blade solution. "With so many different items to coordinate in our relocation, we needed to be highly confident that every workstation would be ready to go when we opened for business that Monday morning" he said. "The Blade solution that IdeaBox delivered was executed flawlessly enabling Sagent to begin work in our new space as if we had been there for months. The time and money we saved as compared to traditional IT relocation costs has validated the cost benefit decision to implement the blade solution."

Kaplan also noted that the ClearCube solution continues to help Sagent in their daily operations, giving personnel more workspace and enabling fast, easy moves and relocations. "If we add or reorganize staff in a new work area, changing the network is easy, fast and cost effective. We also like the security that's built into the solution." Sagent is very happy that system availability is an unprecedented 99.9% or better with ClearCube compared to 96% for traditional desktop PCs.

With IdeaBox and ClearCube, Sagent has developed a PC computing solution that will accommodate future change and evolution quickly, efficiently, and cost-effectively.