



SPEED, SCALABILITY PERFORMANCE

Yamaha finds superior IT infrastructure solution to drive cutting edge finance application. High performance solution delivers.

Yamaha Motor Australia (YMA) is a wholly owned recreational vehicle and industrial product subsidiary of the Yamaha Corporation – a large Japanese conglomerate with more than \$40 billion in annual sales, and over 20,000 global employees.

The finance division of Yamaha Motor Australia supports over 500 dealers across Australia, offering a wide variety of financial services – such as wholesale and retail finance services for customers seeking to buy motorbikes, boats, golf cars, industrial engines and more.

The Yamaha Motor Challenge

Ambitious mandate requires an innovative solution

Renown for high performance products on and off the road Yamaha Motor Finance decided to develop a superior cutting edge finance app for dealers and customers.

But there was a snag. The old IBM system running the current finance application had reached capacity. The system could not easily be updated or expanded to meet the demands of the new application. Additionally there was a future plan to upgrade Yamaha's core ERP system.

An IT infrastructure provider was needed. Yamaha's major requirements included a system of switches and hardware that could be easily upgraded, as well as increased scalability, storage, uptime, security, and performance.

Finally, with over 500 dealers in Australia, it was important the transition from the old to the new infrastructure was as smooth as possible.



Finding a partner

When the infrastructure upgrade project was announced Yamaha had been already utilising the services of Harbour IT for more than 2 years. Harbour IT were invited to tender along with other vendors.

Harbour IT's capacity to provide hardware and professional services in one package was a selling point. Working with the Yamaha IT team, Harbour IT would provide the solution design, procurement, implementation and project management

"Harbour offered a dedicated project manager as part of the solution, Having the one person responsible meant that everything that needed to be dealt with was centralized"

Integrations Manager, Daniel Camilleri



“WE ARE VERY HAPPY”

Harbour IT provides Yamaha with a new Cisco-based platform. The new infrastructure is noticeably quicker, and easily expandable for future needs.

Yamaha’s experience of Harbour IT:

- Quickly understood what was needed
- Allocated an experienced Project Manager
- Supplied regular progress reports
- Promptly solved issues as they arose
- Met project timelines
- Enabled a proactive, self-managed approach
- Demoted old equipment without service interruptions
- Smoothly centralised the whole operation
- Provided a high performance solution
- Are Flexible and work with us to grow our business

“The Harbour Project Manager supplied Yamaha with regular progress reports, solved issues as they arose, and followed up on any jobs that needed to be finalised in line with the project timeline and specification.

Integrations Manager, Daniel Camilleri

“Being a midsized company, we look for suppliers that can deliver a personalized sales and technical service. Harbour IT is an easy to deal with supplier who has a proactive, self-managed approach. We get the speedy responses we require delivered with high levels of customer service.”

Integrations Manager, Daniel Camilleri

The Solution

Today, Yamaha’s core applications are running exclusively on a Cisco UCS solution, replacing an aging rack mount server environment.

By leveraging Cisco Unified networking platform Yamaha have been able to increase their network capacity 10x and reduced their rack and server footprint.



The Results

From the onset, the server was noticeably quicker, and the modern platform gave Yamaha more than enough capacity and flexibility for all estimated growth needs.

Yamaha was quickly able to takeover complete system ownership of the new infrastructure. Harbour IT remains as the single contact point to support complex technical problems.

Contact Harbour IT for a discussion about harnessing the power of your infrastructure

1300 785 926

**Cloud Computing
Managed Services
IT Projects**

“Everything just ran smoothly. It was far smoother than I anticipated. We are very happy with the result.”