

# SPEED, SCALABILITY, PERFORMANCE

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

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**Yamaha Motors 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 Motors Australia supports over 1200 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.



“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*

## *The Yamaha Motors Challenge*

### **Ambitious mandate requires an innovative solution**

Renown for high performance products on and off the road Yamaha 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 infrastructure requisite to support an 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 1200 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 utilizing 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

## “WE ARE VERY HAPPY”

Harbour IT provided Yamaha with a new Cisco-based platform and ERP / application system. The new infrastructure was noticeably quicker, and easily expandable for future needs.

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### Yamaha's experience with 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
- Smoothly centralised the whole operation
- Provided a high performance solution
- Are Flexible and work with us to grow our business
- Enabled a proactive, self-managed approach
- Demoted old equipment without service interruptions



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

*“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*

### HARBOUR IT

Intelligent IT  
Infrastructure  
Solutions

### *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.

*“Being a mid-sized 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*