

PARTNER INSIGHTS

Regal IT



Paul Vinton
Director

Region	ANZ
Partner Level	Gold Citrix Solution Advisor (CSA)
Area of Expertise	Managed services IT solutions and transformation
Employees	60 IT professionals
Website	www.regal-it.com.au

Company Profile: Regal IT

Regal IT is a dynamic managed services Information Technology (IT) consulting and solutions provider to Australian enterprise. Now part of the Vintek Group, its expertise helps organisations address the challenges of company-wide business transformation - consolidating data centre information and solving mobility, disaster recovery and cost of operations concerns.

Launched in 2001, Regal IT has established a strong pedigree as a Citrix partner around the world. As the Citrix product and services portfolio has both developed and expanded over the years, so too has Regal IT's capabilities to integrate its innovative business technology within its ever-growing customer base. Today its insights and experience with Citrix technology are evident with over 80 per cent of its customer base relying on Citrix solutions.

According to Paul Vinton, Director at Regal IT, Citrix technology and solutions bring enormous value to the overall business transformation process many of its clients undertake. "Citrix is part of our DNA. As enterprise better aligns its business needs and information technology capabilities, transformation projects have become more complicated and complex."

A long-term Citrix award-winning partner, Regal IT believes it is Citrix' ability to embrace cloud technology, unlike some other software vendors, is integral for fast time to market for deployments.

"Citrix solutions are unique in their ability to integrate existing technologies into new cloud-based solutions. This is a strategic win as not only are our clients embracing the cloud, with Citrix solutions we have a single pane of glass in effect to manage.

This binds the past and future together," says Vinton.

Citrix innovation key to business success

Citrix solutions has been key for the building of the Regal IT business, with highly innovative solutions driving real benefits for customers. Regal IT has experienced growth across a range of industries including financial services, professional services, legal, health care, government and most recently, not for profit organisations. The focus on securing the cloud from an end-to-end perspective by Citrix is key not only for customer's security footprint, but for Regal IT's long term success.

Additionally, the Citrix approach to partnering with other key vendors, including Microsoft is paying off.

"There are very significant benefits for our client base with the high level of technological engagement in the back end of key vendor technologies. For instance,

the partnership between Citrix and Microsoft is delivering true business transformation in an environment which can also deliver significant cost savings, improvements to productivity and an overall huge uplift to the business,"

outlined Vinton.

Citrix solutions transform the enterprise

Regal IT benefits from the partner-driven Citrix model with regular access to technical briefings, pre-sales and sales cycle support. Collaboration between the Regal IT and Citrix team is a real occurrence, leading to a broad range of innovative implementations. Backed by Regal IT's internal training and certification programmes, as well as the Citrix online and offline training courses the deep understanding of Citrix technologies is a point of differentiation within customer implementations.

Not for profit: Campbell Page is a not-for-profit enterprise dedicated to supporting people into great jobs and a brighter future. With its driving force to make a difference, it wanted to provide better service to its customers. Faced with an aging communications network,

Regal IT transformed Campbell Page's Unified Communications platform with fully integrated Citrix and Microsoft solutions. Phone and video conferencing facilities across 40 locations needed to be simplified using Skype for Business. Microsoft Office 365 and Skype for Business was implemented with Citrix XenApp and NetScaler technologies.

The robust, dynamic and cost effective highly scalable IT platform was re-designed to better manage media rich content. The latest Citrix HDX technology and Real Time Optimisation Pack maximised platform performance. Regal IT delivered long term cost savings for a scalable, secure platform designed to deliver a better end user experience.

Construction: A family owned construction company deployed Citrix NetScaler and XenApp technology to deploy core applications to its construction sites – quickly and seamlessly. With 550 staff that can deliver up to 50 projects at any one-time, ready-made site IT infrastructure allows the organisation to scale network hardware and supporting infrastructure up and down as required. Benefits included rapid roll out and up to 80 per cent reductions in IT overheads.

Health: The largest provider of radiation oncology in Australia, the UK and Spain as well as a leading provider of cardiology and sleep treatments in Australia needed to upgrade its existing Citrix network to manage its newly acquired global business unit. It upgraded its Citrix network to include Citrix NetScaler and XenApp. The new-look network was rolled out within a 21-day timeframe to its new Spanish location, ensuring a smooth transition into a parent company IT environment. Benefits included saving considerable fees in a highly scalable environment.

Meeting enterprise needs with Citrix

The relationship between Citrix and Regal IT for the past two decades has focused on the strategic roll out of new technologies. This has delivered a strong competitive advantage for Regal IT.

"The business transformation solutions from Citrix allow us to engage with our customers tackling the move from the old IT infrastructure model to the cloud. They effectively enable a secure move to deliver data and applications wherever they may be," says Vinton.

The Citrix commitment to new technologies over the past five years has allowed Regal IT to remain at the forefront of meeting enterprise IT needs.

"Security certification for organisations and government departments in Australia is now a crucial piece of the compliance piece. Citrix directly addresses this from an end-to-end perspective and we are well placed to meet industry needs for the foreseeable future with this support and approach,"

Vinton concluded.

With the power of Citrix technologies and its innovative partnerships with other vendors such as Microsoft, Regal IT believes it will continue to see a rollout of Citrix and Office 365. "We see this becoming core for many organisations and believe it will contribute towards five-fold growth in our business in the next few years.

We are on a great growth path with our partnership with Citrix. In fact, the combination of Citrix technology and our investment in good technology training is delivering significant growth in the business every year.



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