



# Baggeridge Brick Co. Case Study

KYZO

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## Baggeridge Brick choose Linux server over Microsoft for greater reliability & lower cost of ownership

Baggeridge Brick PLC, one of the UK's leading manufacturers of clay bricks and paver systems, has chosen KYZO's Net-inter-Net server to provide their email and internet access. The KYZO server works seamlessly in conjunction with traditional Microsoft desktop applications to provide Baggeridge's staff with a user-friendly and reliable network.

Baggeridge has over 140 users based at multiple sites



"running LINUX for email and internet use is a no-brainer"

across the country including London, Sussex, Tamworth and Kidderminster. The Net-Inter-Net links the Sedgley head office to the London office via a Virtual Private Network (VPN) and also allows remote and home based users to access the network via the VPN.

Steve Marsh, Network Manager for Baggeridge, believes the Net-inter-Net server makes his job far easier. Marsh states, "It is simple to restore applications running on the KYZO server. The disaster recovery function is unbelievable, you just flick a switch, put a new disk in and it restores itself. You can even rebuild the entire server in 20 minutes!"

When selecting a new server, cost was a key factor in the decision, as Marsh explains: "We paid £900 pounds initially as a one-off fee, and have only paid out small amounts for upgrades. If we had chosen a Microsoft Exchange server we would



"... its reliability in my opinion is far superior"

have paid £25 per person in licences, so over three thousand pounds just for starters, let alone all the upgrades that would have been required!"

Baggeridge Bricks PLC was established in 1944, and produces over 300 million bricks every year. The Company's origins can be traced as far back as 1936, when the Earl of Dudley's Baggeridge Colliery Limited - once reputed to be the largest coal pit in the world - began making bricks as a by-product of its mining activities.

## Extremely responsive and helpful

All Baggeridge's file and print functions are processed using a Microsoft server, whereas their Linux-based server is used exclusively for internet and email functions. Running both servers mean Baggeridge can compare systems, and to them a key issue is the support they receive.

Marsh comments, "We are subscribers to the Microsoft

Developer Network (MSDN) which provides us with support, beta versions of software prior to release and a copy of all Microsoft's software to use and evaluate, but we often find the support leaves a little to be desired. On the other hand, KYZO, a far smaller firm, are extremely responsive and helpful, but people perceive that it would be the other way around."

Marsh concludes, "We feel that running LINUX server for email and internet use is now a no-brainer for companies of all sizes, the cost comparison is clear and its reliability in my opinion is far superior to Microsoft. Using a well established and knowledgeable firm like KYZO also makes an IT Manager's life easy, as their support is so effective and their upgrade path so straightforward."

### Of Special Note:

- Business critical communications application
- Solution has grown with the company painlessly and at low cost
- Minimal support issues all quickly resolved
- Baggeridge are traditionally a Microsoft site
- Net-inter-Net runs beside Microsoft servers
- PC's all use Microsoft operating systems

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