# CHEAPER THAN DIRT GUNS IT INFRASTRUCTURE FROM THE GROUND UP

## THE CHALLENGE

Cheaper that Dirt GUNS is the brick-and-mortar spin off of the popular retail website Cheaper Than Dirt. While Cheaper Than Dirt GUNS offers many of the same products as its web-based counterpart, it required a completely new design and implementation of its corporate IT infrastructure. The new infrastructure included solutions for hardware (servers, routers, switches, desktops, SAN, security), software, and ongoing operational support. Some of the biggest IT challenges facing Cheaper Than Dirt GUNS were in defining, designing, and delivering an IT infrastructure that would fit into a fast-paced, quickly changing business and data environment. Ultimately, Cheaper Than Dirt GUNS' objective was to develop an independent infrastructure with the ability to share inventory and financial data with Cheaper Than Dirt. The infrastructure also needed to be flexible enough to allow for quick growth and expansion.

## BUCHANAN'S SOLUTION

After a thorough assessment and evaluation of Cheaper Than Dirt GUNS' IT infrastructure needs, fiscal requirements, and ongoing maintenance and support needs, Buchanan implemented a Microsoft environment with an Active Directory domain set up on VMware hosts and utilizing Dell SANs. The infrastructure is secured by Cisco's ASA with site-to-site Virtual Private Network to the remote locations. This infrastructure's configuration allows for easy maintenance with the flexibility to grow as the company opens new brick and mortar locations.

## THE SUCCESS

By understanding that Cheaper Than Dirt GUNS would have limited IT support resources and would be primarily focused on point of sale, Buchanan's virtualized solution has delivered solid IT performance with limited ongoing support costs or need for full-time employees. The virtualized environment has given the client information systems that are easy to manage for their limited time and personnel resources, while giving them the flexibility to scale the environment as the business grows. Our solution also leverages our managed services capabilities to provide 7x24x365 support for all server and network systems — allowing the client to focus on more expensive onsite resources and strategic IT initiatives. Since the solution's implementation, Buchanan has received positive feedback from all levels within the company commenting on our professionalism, solid work effort, and a desire to work with us again on upcoming IT projects.

> *"Due to the changing needs of our business, infrastructure designs had to be modified and new plans implemented quickly and often. Buchanan's expertise and flexibility allowed us to quickly make changes with minimal impact to project costs or timelines."*
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> *— ANDREW MYERS, DIRECTOR OF INFORMATION TECHNOLOGY, CHEAPER THAN DIRT GUNS, LLC.*