

AgFirst Farm Credit Bureau Modernizes Cloud Operations with the Cisco UCS-X Series & Cisco Intersight

Close Date	OU	Industry	Org Size	Deal Highlight	Products & Services	Partner	Customer	Competition
January 2023	SMC	Finance	600+ employees + Association Banks in 15 States & Puerto Rico	Modernize Cloud Operations	Cisco UCS-X M6 Servers, Cisco Intersight	eGroup Enabling Technologies	AgFirst Farm Credit Bureau	Dell/HPE
CHALLENGE		SOLUTION		OUTCOMES		TEAM		
<p>AgFirst provides a variety of hosted application services. The majority of AgFirst's applications employ a multi-tier architecture with separate database, application, and presentation layers that each reside on dedicated virtual server resources. With a new loan origination system and several other initiatives rapid growth, AgFirst needed to act quickly and strategically to scale both primary and secondary datacenters with the compute resources required.</p>		<p>AgFirst elected to go with Cisco UCS-X M6 Servers & Cisco Intersight, providing the following benefits to the organization: Simplification, Consolidation, Efficiency/Scalability, and preparation for what's coming through a system that supports rapid innovation.</p>		<p>eGroup Enabling Technologies worked with AgFirst to update the network, computing, and storage infrastructure in the Primary & Secondary datacenter sites to improve system supportability & performance while supporting the forecasted growth over the next 5 years.</p> <p><i>This outcome resulted in \$1,600,000 to Ingram Micro for product alone which resulted in roughly \$1,500,000 + back to Cisco from Ingram.</i></p>		<p>Account Executive Michael Hatten</p> <p>Sales Executive Clint Holland</p> <p>Partner Chad Lanman, Account Executive</p> <p>Mike Dent, Director – Data Center Architecture</p> <p>James MacDonald, Senior CSA</p> <p>Dave Strum, Manager – Data Center Solutions</p>		