



Case Study for Retail Pharmacy

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Leader in Retail Pharmacy

Company profile

Since 1987 World Data Products, Inc. (WDPI) has led the industry in providing solutions for server, storage and networking applications.

We specialize in extending the lifecycle of your hardware reducing your total cost of ownership at every stage thru Hardware Lifecycle Management (HLM). From the hardware's purchase or lease, maintenance, repair, upgrade, useful life extension, and eventual sale or trade-in, World Data Products will help maximize the residual value of all of your server, storage and networking hardware.

- **Founded in 1987**
- **Global customer base of more than 4,000 organizations**
- **Multi-million dollar inventory**
- **Process more than 4,000 transactions every month**
- **Annual revenues of \$70 million**
- **120 employees**

Business situation

An existing WDPI client (Company X) that specializes in software solutions was working on implementing a new solution with one of their clients (Company Y). Company Y was using IBM B50's (RS/6000 servers running AIX) and planned on using these units in their software rollout across 1000+ locations. Prior to implementation, IBM discontinued the B50's and introduced a new system that was more expensive and while it had more power & speed, this was not a feature needed by Company Y. Their primary requirement was a low cost system with a consistent configuration across all retail locations.



Solution

Company X, having been very happy with WDPI's products & services introduced WDPI to Company Y. WDPI was able to source the required number of units matching the current specifications at a considerable discount vs. the new system Company Y would have otherwise been required to upgrade to.

Over the course of 9 months, WDPI staff (sales, management & operations) presented our capabilities and met with Company Y management. WDPI successfully demonstrated the ability to meet all of Company Y's requirements, including:

- An inventory and supply chain able to meet the volume for current and future operations
- Consistent specifications across 1000+ systems
- Ability to deploy and install the systems in 1000+ locations nationwide
- Significant savings over investing in new equipment
- Product Guarantees

Benefits

By using WDPI, The Company realized a savings of between \$2 & \$3.5 million:

- \$2 million saved by using refurbished equipment matching existing specs vs. new for the same specification.
- \$3.5 million saved in using refurbished equipment vs. the new platform.

Products and services your company used

The solution implemented by WDPI required matching the following specifications:

- IBM 7046-B50
 - o 2 New 36GB IBM disk drives
 - o CD-ROM
 - o 1GB memory
- Configured and tested machines
- Loaded Company Y image
- 1 year Warranty
- Deployed and Installed in retail locations

