



## Case Study

LAM Systems  
Intel® Modular Server

An Integrated Approach  
to Supporting Education

“The Intel Modular Server offers one-stop-shop capabilities—it’s goodness in a box. It has truly taken the learning curve out of IT management while providing the computing power, storage, infrastructure, network capabilities, and redundancy in one device.”

– Michael Waterman,  
Vice President of Technology  
LAM Systems

# Intel® Premier Channel Reveals How the Intel® Modular Server Makes the Grade for K-12

LAM Systems highlights the versatility and value of the Intel® Modular Server for meeting data growth, infrastructure issues, and better ROI in the education segment.

Challenge	Many K-12 facilities are confronted with transforming IT infrastructure to sustain digital classrooms, computer labs, and records retention.
Solution	The Intel® Modular Server, built on Intel® Multi-Flex Technology, offers an integrated, simple-to-maintain approach to supporting technically advanced schools.
Benefits	School districts improve cost efficiencies while staying ahead of classroom demands and compliance requirements.

At LAM Systems, the syllabus for success starts with reliability and relationships. And for its many education, government, and commercial customers, trust is earned with every visit from this Pennsylvania-based technology solutions provider and manufacturing reseller. That’s why LAM Systems relies on partnerships with foremost technology industry leaders including Intel.

LAM Systems is an Intel® Channel Partner Premier Member with expertise in the Intel® products, services, and technologies and is afforded priority access to the latest developments and solutions. As the only Intel® Education Specialist in Pennsylvania, LAM Systems is uniquely qualified to help K-12 school systems find the right IT solution to meet educational, regulatory, and budgetary requirements.

## High Marks for Reliability and Ease of Use

Schools today rely on computers for tracking student attendance, recording grades, archiving e-mail, and providing students with hands-on learning. While K-12 districts are typically able to acquire desktops, workstations and even laptops, obtaining the funding and resources for IT facilities, infrastructure and utility upgrades to support these online programs is usually more difficult.

Michael Waterman, vice president of technology at LAM Systems, is thrilled to introduce the Intel Modular Server into the K-12 market as a viable, versatile solution for transforming backend operations to effectively support what is happening in the classroom. "Some districts have more sophisticated data centers, but what's prevalent are the older facilities and infrastructures that have electrical, wiring and thermal issues, plus incremental server and application growth that increase complexity. The Intel Modular Server can solve a lot of these big issues for the small to midsize market," Waterman says.

The Intel Modular Server delivers an integrated approach to simplifying and managing IT environments with exceptional value and flexibility—ideal for responding to the shifting business requirements of K-12 and other SMB customers. A single chassis supports up to six Server Compute Modules, 14 hard drive disks, Ethernet Switch Modules, a SAS-based storage area network, and a Management Module. Intuitive wizards help IT administrators configure the server and get up and running, while remote management software enables proactive resolution and secure

control from any Internet location. Point-and-click RAID selection, automated security updates, hot-swappable components and battery backups increase reliability for demanding environments.

"The Intel Modular Server offers one-stop-shop capabilities—it's goodness in a box. It has truly taken the learning curve out of IT management while providing the computing power, storage, infrastructure, network capabilities, and redundancy in one device," explains Waterman.

## Better than Traditional Blade Servers

At one time, resellers believed that blade servers would offer a universal remedy for the growing sophistication of midsized IT organizations, including K-12. "We quickly learned from our larger educational accounts that the blade servers were not going to work. Some customers had completed utility upgrades or facility remodeling to accommodate the influx of servers and then blades required different voltage circuitry—220 V rather than common 110 V. Secondly, the blade chassis was overkill for the volume of servers most schools wanted to consolidate or manage. And the blade chassis is a compute device, not really a storage device, so resellers have to add the conversation about storage servers or SANs. For this industry, when you are talking blades, all of a sudden the costs go up really fast," says Waterman.

The channel and the midmarket wanted more integrated server solutions and Intel delivered. "The Intel Modular Server gave us the opportunity to go to our customers considering blade serv

ers and let them know we had one highly flexible, integrated package to answer all of their questions. With no need to change circuitry or purchase separate storage, and the ability to expand as needed, and drop power consumption and complexity, they were able to start saving money right from the start," he adds.

## Why it's Good for the Channel

The Intel Modular Server exploits a brand new category for the channel with a simple, aggregated system that meets the unique attributes of the SMB and midrange markets. Built-in remote management and extraordinary expansion and processing power come together for greater return on investment benefits.

"Intel's Virtual Presence GUI Management offers the channel an easy way to break into the service market, with the ability to sell remote management as a service or to train customers to manage remotely. Plus, the Intel Modular Server allows the latest software—like the anticipated Windows Essential Business Server 2008\*—to be built into the platform. That's when everything really comes together as a business in a box. The channel has established relationships, understands this market space, and now has an exciting product well suited for tackling tough SMB and midrange conditions," says Waterman.

For more information, visit:

[www.lamsystems.com](http://www.lamsystems.com)

[www.intelmodularserver.com](http://www.intelmodularserver.com)

INFORMATION IN THIS DOCUMENT IS PROVIDED IN CONNECTION WITH INTEL® PRODUCTS. NO LICENSE, EXPRESS OR IMPLIED, BY ESTOPPEL OR OTHERWISE, TO ANY INTELLECTUAL PROPERTY RIGHTS IS GRANTED BY THIS DOCUMENT. EXCEPT AS PROVIDED IN INTEL'S TERMS AND CONDITIONS OF SALE FOR SUCH PRODUCTS, INTEL ASSUMES NO LIABILITY WHATSOEVER, AND INTEL DISCLAIMS ANY EXPRESS OR IMPLIED WARRANTY, RELATING TO SALE AND/OR USE OF INTEL PRODUCTS INCLUDING LIABILITY OR WARRANTIES RELATING TO FITNESS FOR A PARTICULAR PURPOSE, MERCHANTABILITY, OR INFRINGEMENT OF ANY PATENT, COPYRIGHT OR OTHER INTELLECTUAL PROPERTY RIGHT. UNLESS OTHERWISE AGREED IN WRITING BY INTEL, THE INTEL PRODUCTS ARE NOT DESIGNED NOR INTENDED FOR ANY APPLICATION IN WHICH THE FAILURE OF THE INTEL PRODUCT COULD CREATE A SITUATION WHERE PERSONAL INJURY OR DEATH MAY OCCUR.

Intel may make changes to specifications and product descriptions at any time, without notice. Designers must not rely on the absence or characteristics of any features or instructions marked "reserved" or "undefined." Intel reserves these for future definition and shall have no responsibility whatsoever for conflicts or incompatibilities arising from future changes to them. The information here is subject to change without notice. Do not finalize a design with this information.

The products described in this document may contain design defects or errors known as errata which may cause the product to deviate from published specifications. Current characterized errata are available on request. Contact your local Intel sales office or your distributor to obtain the latest specifications and before placing your product order. Copies of documents which have an order number and are referenced in this document, or other Intel literature, may be obtained by calling 1-800-548-4725, or by visiting Intel's Web site at [www.intel.com](http://www.intel.com).

Copyright © 2008 Intel Corporation. All rights reserved. Intel and the Intel logo are trademarks of Intel Corporation in the U.S. and other countries.

\*Other names and brands may be claimed as the property of others.

Printed in USA 0808/VJM/HBD/PDF  Please Recycle 320463-001US

