



FolderMaestro at Hill Robinson

Hill Robinson, yacht management consultants, uses the file collaboration product FolderMaestro to help manage high end luxury yachts across the globe.

Situation:

Hill Robinson provides management services for high end luxury yacht markets across Europe and the USA through their 5 offices. They are expanding their business and plan to open further offices. Apart from providing full day to day management associated with running ocean going yachts, they also project manage new builds and refits in shipyards around the world. Hill Robinson needs the ability to share data and large CAD files between offices in a way that is intuitive and succeeds in keeping all operations running smoothly.

Challenge:

"Our employees based in remote locations were complaining about connection speeds and as a consequence were holding copies of data locally which were not available to the other offices. In addition, remote staff members were using offline folders on their laptops which had led to serious issues when syncing back the data" said Managing Director Niall Robinson. With the help of their IT service provider ISG-IT in the UK, they investigated thin client solutions with a central server as well as looking at Microsoft Distributed File System. Peter Kennett, ISG-It's consultant, decided that although Microsoft DFS could replicate the data, it could not lock files in a mirrored server environment. As a result there were serious version conflict issues that needed addressing.

Solution:

Peter Kennett suggested to Niall Robinson that giving employees the ability to hold data locally would be the most efficient solution. Using FolderMaestro, ISG-IT gave Hill Robinson the ability to synchronise company files and folders between sites, back up files in real-time, provide unmatched data security and consistency, replicate files for the purpose of distribution and collaborate seamlessly among users regardless of location.

"The product does exactly what it says it does" said Peter Kennett. Peer Software delivered the only product that would replicate data between sites and manage the file locks. The solution met my clients goals on three fronts. Firstly, the remote offices can now collaborate and keep LAN speed response times at the local site. Secondly, a central site is used as a hot disaster recovery site and thirdly, and maybe most importantly, files being edited at any location will propagate a file lock (to prevent version conflicts) at all other locations. This eliminates different file versions across locations.

Case Study

Benefits:

FolderMaestro has helped Hill Robinson Consultants become more efficient as data can be shared in real-time. Because all files are replicated, large project files are accessed instantly at local speeds, saving employee's valuable time and improving the working environment. All files are available to staff all the time. Employees no longer need to worry about offline folders and are able to access their data no matter where they are in the world.

Rob Dixon, Managing Director of Peer Software's UK Distributor, Purple Rage Limited said "FolderMaestro is the most complete solution available for any organisation which needs to create a fully collaborative, distributed environment. Putting files where users need them, can access them quickly, and without delays from slow networks, is paramount. FolderMaestro puts data where the users are, not centralised in a data store."



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