Compete 366

Microsoft Partner

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Case Study:

Compete 366 provides expert Azure Virtual Desktop advice to Majenta

This case study explains how Compete366 worked with Majenta, a technology solutions provider to the automotive, aerospace, manufacturing and construction sectors, to build a resilient and secure online testing lab using Microsoft Azure Virtual Desktop.

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Majenta is a supply-chain integration specialist working across four key industries: automotive, aerospace, manufacturing and construction.

Majenta is a value-added reseller for Dassault Systemès, the 3DEXPERIENCE company, that provides businesses and people with virtual universes to imagine sustainable innovations. They work with a number of key players in the automotive manufacturing industry, including Jaguar Land Rover, Nissan, Aston Martin and Ford.

Majenta has also created its own platform tools, MX which is a secure data transfer tool and ***enerjyhub***, a digital supply chain management platform, which allows customers to access and onboard vehicles programs, teams, and suppliers.

The Business Challenge

As part of the services they provide, Majenta was running a physical on-premise Testing Lab which allowed customers to test out software, scenarios, supplier interactions and work with different set-ups and configurations. The Testing Lab was well used by customers from across the automotive manufacturers.

At the start of the Covid pandemic, Majenta realised that to continue to provide this service to its customers, they would need to move to a virtual, cloud-based Testing Lab.

The Solution

The team at Majenta decided to evaluate different public cloud platforms to run the Testing Lab, and found that Microsoft was the only supplier who could support their workstation requirements to run the CAD software.

The requirement was to replicate the high-end workstations and server environment of the on-premise Testing Lab and allow customers to connect via a secure VPN, giving secure access from wherever in the world they were located.

The solution involved the implementation of 6 Azure Virtual Desktops, to allow customers to login securely and run their tests. All of the software and servers for the Testing Lab environment were migrated to Azure with VPN connectivity to customer networks. This meant that users could access the Computer Lab from anywhere with low latency and higher efficiency.

Working with Compete366

Majenta registered on the Microsoft website in order to find a partner to support them. As James Smith, Technical Director explains:

"We were impressed from the outset by Compete366. They were the first Microsoft partner to respond to our enquiry, and the information they provided was easy to understand and digest in a simple format.

Since the beginning of this project, we have really enjoyed working with the Compete366 team. They are flexible, support our in-house use of the Microsoft cloud services and are always very clear on what they offer. If they don't know something they will always go and find out and come straight back to us with the answer. "

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The Benefits

The key benefits that Majenta has achieved from this project are as follows:

- Enabled software releasing and testing to be streamlined.
- Allows customers to ensure their software is fit for purpose.
- Quick to use and set up which has increased customer satisfaction
- Allows customers to use Majenta's testing environment without having to rely on their own in-house IT systems.
- Offers a high level of security that aligns with customers requirements in this area.
- This is a chargeable service that Majenta provides but now they don't have to procure additional hardware each time.
- Azure consumption model means they can scale up and down the infrastructure as required.

Future Plans

Majenta are now looking at other areas of the business that can benefit from virtualisation, in order to improve the value that they provide their customers and the adoption of software packages.

To find out how Compete366 can help with your Azure Infrastructure please call Warren Duke on 020 3282 7186 or email engage@compete366.com

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