



Motorpoint

Driving growth through cloud



MOTORPOINT
THE CAR SUPERMARKET

“ Thanks to N4Engage, we can now set up the IT for new branches within minutes ”

The Customer

Founded in 1998, Motorpoint Ltd has since established itself as the leading car supermarket in the country. The company which stocks a mix of over 3,000 new & nearly new cars has seven sites across the UK, including Birmingham, Burnley, Chingford, Derby, Glasgow, Newport & Peterborough.

As a rapidly growing company, Motorpoint wanted a solution that not only helped them to open new sites quickly, but also made existing sites more efficient. The company required a means of assigning IT resources to new branches swiftly, whilst bringing all hardware & software across all Motorpoint sites into one coherent unified platform.

Mark Carpenter, Managing Director said, “Our ambitious growth plans were being hindered by the fact that our IT infrastructure was inconsistent across the branches. The solution we deployed needed to show a much more efficient way of managing our IT”.

The Challenge

Each of Motorpoint’s sites were using different versions of software combined with dated hardware. The inconsistency that this brought about meant efficiency improvements were needed.

Solution

N4Engage provided their private cloud-based solution n4Cloud, running primarily from its Northampton data centre, backed up & replicated securely at its Derby data centre. The whole IT infrastructure is built on powerful unified Cisco platform blades.

The legacy infrastructure was replaced with functionality brought into the cloud which can be updated centrally & backed up. Servers that power the day-to-day operations of the company have now been moved to the cloud.

As well as minimising ongoing costs with managing the IT system in-house, Motorpoint’s new infrastructure means that when they’re opening a new site, the resources can be allocated in minutes.

“Moving to the cloud has really given us the smoother infrastructure we needed to develop the business.” Mark Carpenter, Managing Director