



CLIENT SNAPSHOT

RESENE

Resene Paints is a multinational paint manufacturer based in New Zealand. The company, established in 1946, has manufacturing operations in Australia and Fiji and local production plants in Lower Hutt, Upper Hutt and Auckland. Resene products extend through a full range of paint and specialist coatings for residential and commercial buildings, marine, heavy industrial, road marking, automotive and agricultural use. Resene has over 55 company-owned ColorShops and 40 resellers and stockists around New Zealand, manned by over 500 staff.

Internationally Resene has established a reputation as an innovative and technological leader and the company is often reported as one of New Zealand's business success stories.

On-premises and Cloud Data Integration within Hours

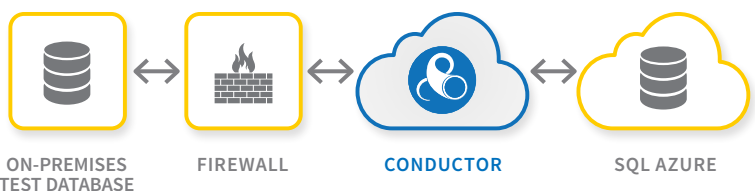
THE PROBLEM

Recently, Resene had seen an opportunity to build a cloud-based application to assist their customers with generating estimates of paint volumes and other consumables needed for projects. The application is hosted on SQL Azure, with development and test environments run from on-site servers in their headquarters. Resene were faced with two options for integrating their environments: using SQL Server Integration Services or Conductor.

THE APPROACH

A developer at Resene signed up Conductor and did the following:

- Created two data stores, a local test database, and a cloud production database.
- Built three processes:
 - 1 merge master data from test to production
 - 2 merge customer-generated data from production to test
 - 3 push application logs to test and clear out the production logs



“Using Conductor, our development team was able to reduce a three week development task to four hours.”

DANIEL SHANNON
Resene Development Team Lead



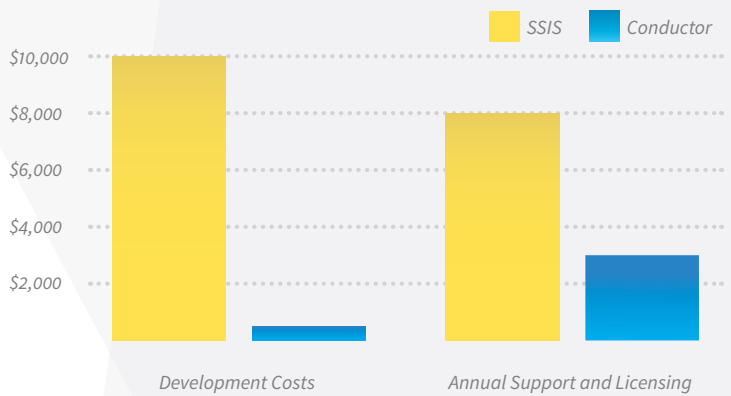
THE BENEFITS

Initially, Resene were considering using SSIS to merge and synchronise data between their environments. This was scoped to take 10 days to build and was estimated to require 8 days per year of maintenance and defect fixing. Using Conductor to handle the integration between on-premises servers and the cloud, their consultant developer was able to construct the entire process in 4 hours. Additionally, all ongoing costs were estimated at \$3,000 per year.

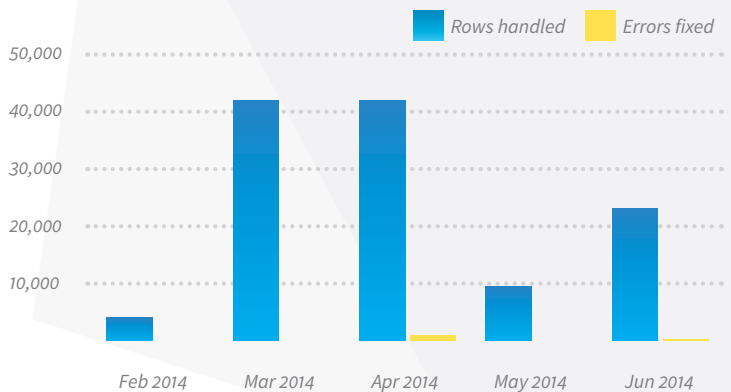
Conductor is able to dynamically fix data errors between systems saving Resene in support costs over the long term. Over the course of the first three months of Resene using Conductor, nearly 120,000 rows were processed and over 1,000 data errors were fixed automatically without crashing a feed or requiring intervention by Resene staff.

Additional benefits that Resene can realise are the cost-effective migration of its local infrastructure to the cloud. Prior to using Conductor, the costs of migrating data warehouse, line of business and other systems was simply too expensive for Resene to consider. It can now begin an enterprise wide migration project to move additional IT systems to Azure.

Traditional versus Conductor Cloud Integration Costs



Row Processing and Errors Fixed Automatically



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