



## THE CHALLENGE

The IT Director for Parker Toyota needed to upgrade the company's server infrastructure, but he wanted to find a reliable IT provider to help them make the right decisions that would allow for growth.

## THE SOLUTION

Modern Compliance Solution (MCS) provides IT infrastructure consulting, pre-planning, integration and deployment services for small and medium sized businesses across the United States.

## THE RESULT

Modern Compliance Solutions recommended migrating Parker Toyota's existing servers to one, consolidated virtual server. This solution provided Parker Toyota with an affordable, scalable option for upgrading servers, and MCS completed the migration with no down time for the employees of Parker Toyota.

## CASE STUDY

### Modern Compliance Solutions provides IT Strategy, Design and Deployment for Parker Toyota

#### PARKER TOYOTA

Parker Toyota opened in November of 1983 in Coeur d'Alene, Idaho and is a new and used car dealership. Parker Toyota began with a staff of 30 employees and now has a total of 130. Parker Toyota is among 5 Toyota dealerships nationally that have won the prestigious Toyota President's Award every year since its inception in 1986.

#### THE CHALLENGE

Luke Galdi has been with Parker Toyota for 8 years as the Business Development and IT manager. During this time, Parker Toyota's IT needs changed as the company grew, and Mr. Galdi recognized the need to upgrade their domain server. He understood the value of working with an expert who could help evaluate the IT infrastructure and assist him in making decisions for significant changes.

"I was leery about going with an IT company that I didn't know and trust," said Mr. Galdi. "After years of managing IT, I knew that it was critical for us to choose a knowledgeable and well-organized IT provider to eliminate disruptions to our work environment and to prevent costly mistakes. I needed to be sure that the server solution we chose would be the right match for our environment."

#### ENTER MODERN COMPLIANCE SOLUTIONS

Mr. Galdi had worked with Steve Marco, CEO of Modern Compliance Solutions (MCS), in his first couple years with Parker Toyota. At the time, Mr. Marco of MCS worked for another local IT company. Mr. Galdi was so impressed with Mr. Marco's knowledge and skill with the IT implementation he performed years ago, that he knew he didn't want anyone but Mr. Marco and his team to help him upgrade his server environment: "He is the very best at what he does, and I can't think of anyone who is as diligent and focused on getting the job done right. In my mind, he and his company were the only choice for taking the next steps for updating our server infrastructure."

#### CONSOLIDATED ARCHITECTURE DELIVERS ADVANTAGES

After Mr. Galdi brought Modern Compliance Solutions on board, they immediately went to work to determine what the best solution would be for upgrading the Parker Toyota server infrastructure. Mr. Marco advised and proposed a plan for migrating the Oracle, Exchange, and Domain servers into one, consolidated virtual server for Parker Toyota. This would give Mr. Galdi the flexibility to add to the server over time as they continued to grow.



**LUKE GALDI,  
BUSINESS  
DEVELOPMENT &  
IT DIRECTOR AT  
PARKER TOYOTA:**

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"I trusted Mr. Marco's expertise, and this is not always the case when it comes to IT vendors," said Mr. Galdi. "One thing I learned about Mr. Marco from years of working with him is that he always comes very prepared with a plan and multiple back-up plans; he thinks of everything in advance. With IT upgrades, there will inevitably be some hiccups, and you're always going to be nervous when making big changes. The trick is to find someone who can manage the road bumps immediately. "

**A SEAMLESS INTGRATION ELIMINATES DOWNTIME**

Modern Compliance Solutions performed the installation of the virtual server and the migration of the existing servers within one day, but Mr. Marco stayed at Parker Toyota for a total for 4 days for pre-planning, testing, and then to ensure everything was working correctly for employees.

Mr. Galdi said he could sing the praises of Modern Compliance Solutions and Mr. Marco all day: "With other vendors we have worked with, we have always had down-time and issues that took way too long to be resolved. What it comes down to is the trust I have in Mr. Marco and the abilities of his company. He and his team are the only people I would want to work on my IT projects if possible."

How does Mr. Galdi plan to handle Parker Toyota's future IT upgrades? "We only upgraded the servers for our main location with the budget we had available. As soon as we are able, I will be calling Mr. Marco and his team to work on our second location as well."

**About Modern Compliance Solutions**

Modern Compliance Solutions is an engagement-based IT security, compliance, and risk management firm that provides one-time or ongoing risk management services.

We help minimize the vulnerabilities in your organization's processes and technologies. Our on-site services may significantly reduce liabilities associated with breach-related fines and class-action lawsuits giving business owners and IT personnel peace of mind.

**Modern Compliance Solutions is a licensed, insured and certified professional organization here to serve you. For more information, please visit [www.ModernComplianceSolutions.com](http://www.ModernComplianceSolutions.com).**