



a higher level of  
managed IT services

**Case Study:**

## **Gleason Technology: Major Network and Application Upgrade by Fusepoint Helps to Keep Supermarket Floor Hazards in Check**

Gleason Technology, based in Pennsylvania is rapidly becoming the industry leader in premises inspection with the development of an innovative electronic floor monitoring system that scans and documents floor conditions of supermarket retailers, hospitals and other high traffic areas such as shopping malls. The system greatly improves slip/fall loss prevention and management, while also holding up in court as evidence against injury claims.

Considering the fact that Gleason's system capabilities allow retailers to reduce their slip/fall loss prevention claims by as much as 50 per cent, and many run a 24 hour operation across North America, it is critical for the company's electronic record-keeping network to be available and secure 24/7/365 without fail. If the network were to go down, Gleason would not be able to properly manage the inspection process, leaving its clients wide open to slip/fall claims by their customers.

With Gleason's new technology in high in demand, the company was faced with the challenge of running its mission-critical applications in a legacy environment that was under performing. Gleason also faced internal staffing constraints, as employees did not have the expertise to properly manage critical security and infrastructure requirements.

Gleason selected Fusepoint, in partnership with Tripod Technologies to upgrade and renovate their network to improve its performance, reliability and security. To meet this challenge Fusepoint and Tripod designed, implemented and now supports a hardened build of Linux open source running on redundant and robust HP hardware, guaranteeing the high availability and security of Gleason's revenue generating application.

The solution, managed by Fusepoint, allows Gleason's customers to securely and reliably detect hazardous areas by documenting walk-around inspection tours and reporting the results remotely via an interactive database system available live over the Internet.

The end result: Gleason has realized improved performance, security, and reliability all at a lower cost and has the peace of mind that its revenue driving application is operating at all times, managed by Fusepoint experts in a secure environment.



**GLEASON**  
TECHNOLOGY

**What Gleason had to say:**

"Due to the exponential growth in demand of our floor monitoring solution, Gleason was faced with running our revenue generating application on a legacy system that was in desperate need of a makeover. We decided to outsource the network upgrade to Fusepoint as their level of technical certifications for HP, Linux, Windows, and Oracle application management is unmatched. The end result is improved performance, security, and reliability all at a lower cost."

**Rooney Gleason**  
President and CEO  
Gleason Technology

### **Objectives:**

- Guaranteed high availability and security for proprietary application that targets the retail food vertical, malls, hospitals and other high traffic areas

### **Strategic Approach:**

- In partnership with Tripod Technologies, Fusepoint created a testing environment for Gleason to realize improved performance and efficiencies while reducing costs
- Implement a hardened build of Linux open source running on a robust HP environment, all managed by the experts at Fusepoint
- The solution includes: Managed HP Proliant hardware, load balancing, bandwidth, data back up, Linux operating system, and Oracle database
- Provide 24 x7 firewall, intrusion detection and end-to-end monitoring and reporting

### **Results:**

- Outsourcing allows Gleason to focus on the strategic elements of their business, leaving IT management in Fusepoint's capable hands
- Provides Gleason with complete peace of mind knowing that the security and reliability of its managed environment will be always available and always secure
- Improved efficiencies by running the open source environment on HP hardware
- Cost savings by outsourcing in Canada

**To find out more, please visit our Web site at:  
[www.fusepoint.com](http://www.fusepoint.com) or call 1.877.387.3764**