

# Retailers Save Time, Money with Dell KACE™ Appliances



Retailers have a unique set of IT challenges—the K Series delivers retail-ready solutions



## Business need

In today's challenging retail environment, IT Managers at leading retailers are wrestling with a variety of critical issues: controlling increasing costs, managing systems across distributed environments, and enhancing and ensuring transaction security.

When it comes to systems management, retailers are looking for specific answers to these questions:

- What do I need to do to ensure I am PCI compliant?
- How can I distribute software to hundreds of POS terminals?
- How can I be certain that patching is current on hundreds of devices?
- How can I protect all endpoint devices including POS terminals?
- Is there an integrated service desk solution that works effectively organization-wide?
- How can I identify and track IT inventory in all our various locations?

## The solution

Dell KACE™ has retail-ready solutions that answer these questions and solve these IT challenges. The Dell KACE Family of Systems Management Appliances saves time and money, often paying for themselves within months.\* The Dell KACE K1000 Management Appliance and the Dell KACE K2000 Deployment Appliance are designed to help manage both back-end processing tasks as well as provide controls at the point of sale.

"Other management solutions that we looked at took a full week just to prep the server and install the software. The Dell KACE Virtual Appliance deployed in a half hour and was ready to go!"

**Scott Baehr**

*Systems Administrator,  
Rogers Retail*



## Real return for Dell KACE customers

**Rogers Wireless** was tasked with finding a way of managing the complexity of hundreds of remote sites and enabling the existing IT team of two to perform critical maintenance tasks more easily.

Results with the Dell KACE K1000:

- **Effectively managed 2,100 POS machines** in 450 countrywide locations from a single integrated virtual appliance
- **Saved nearly 2,000 hours** in software deployment, configuration management and inventory tasks
- **Realized ROI in less than one year**

KACE retail-ready solutions are delivered via plug-and-play appliances, which are available in both physical and virtual form factors. This provides customers with a variety of deployment options and allows them to leverage their investment in VMware infrastructure.

Visit [www.dell.com/kace](http://www.dell.com/kace)

## Dell KACE solutions for retailers

### KACE combats rising costs

Growing retail organizations are faced with the challenge of managing an expanding IT infrastructure with shrinking or static budgets and headcount. Dell KACE Appliances reduce the amount of time IT managers need to spend on system administration, so they can spend more time improving their customers' experience. K Series Appliances reduce IT overhead via a centralized Web-based solution that deploys quickly, trains in hours over the web, and is simple and cost-effective to maintain. Adding to cost savings, the appliances eliminate the need for additional hardware and staff investments at each store location.

### KACE provides easy systems management, organization-wide

Frequently, retailers are charged with effectively managing hardware and software across geographically-diverse locations. Dell KACE Appliances deliver a fully integrated, comprehensive and centralized systems management solution. Unlike most software-only alternatives, they do not require costly infrastructure investments at individual stores, while enabling IT managers to:

- Centrally deploy and manage systems network-wide
- Streamline IT inventory and eliminate manual, error prone tasks
- Address software license compliance and improve system security
- Enable automated upgrades and migrations
- Deliver integrated service desk capabilities

### KACE increases security where retailers need it most

Retailers need a strong security solution that protects both business and cardholder information, and provides comprehensive reporting that makes it easier to validate Payment Card Industry (PCI) compliance. Dell KACE Appliances provide the framework that enables users to more quickly gain and maintain PCI compliance using fundamental systems management methodologies. These include automated patching, organization-wide software distribution and detailed reporting, which all help to increase security for point of sale (POS) systems.

### View more retailer stories at:

[www.kace.com/customers/kace-studies.php](http://www.kace.com/customers/kace-studies.php)

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\*71% of Dell KACE customers report positive ROI in less than six months. Customer survey by Dimensional Research, November 2011, commissioned by Dell KACE.

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"With a readily deployable form factor and features that support the expansive systems management requirements of PCI DSS, Dell KACE Systems Management Appliances can be a key enabler of PCI compliance."

*Enterprise Management Associates*

### Sample retail KACE customers

Golfsmith  
Joie de Vivre Hotels  
Jordan's Furniture  
Peterpans Adventure Travel  
PING  
Redner's Markets  
Rogers Retail  
Weetabix/Barbara's Bakery

