



CASE STUDY:

# High-performance, scalable infrastructure for NWG Italia



---

## COMPANY PROFILE

NWG Italia operates in the sustainable energy sector, focusing on household energy efficiency and installation of low-impact, high-value equipment, such as solar panels.

Founded in 2003, NWG Italia is going to be part of the NWG New World in Green company network and has over 40 employees and more than 7,000 direct home sales representatives. The company's approach to the society in which we live and to the future is centered around innovation and sustainability.

Starting from renewable energy, the driving force behind sustainable development, over the years it has contributed to changing families' approach to the environment and household energy saving, promoting a better, cleaner world.

"Technology guarantees us the speed and responsiveness required to compete in current and future scenarios".

Francesco D'Antini  
President of NWG Italia



## CHALLENGE

"When technological innovation is in a company's DNA, technology allows us to set ourselves apart from many competitors and to provide our customers with added value, going beyond the 'simple' product," explains Francesco D'Antini, President of NWG Italia.

"We use cutting-edge systems for remote plant monitoring, to give just one example. Our goal is to make IT a driver for efficiency, growth and development. This is why we regularly carry out technological upgrades that allow us to always stay up to date.

When the pandemic began, we quickly rose to the challenge of working remotely, which would have been unthinkable without IT. In just two days we enabled all employees to work from home by providing them with the necessary equipment. As for our Sales Representatives located throughout Italy, we have enhanced the tools that allow us to remain in contact remotely."

## OBJECTIVES

NWG Italia needed to innovate its Data Center to gain the following benefits:

- Infrastructure capacity to support the business
- Increased performance to handle growing workloads and continuously developing services such as CRM and new websites
- System reliability
- Scalability and flexibility
- Migration to the new infrastructure without service interruption
- Consolidation
- A single point of contact for implementing the whole project

“

Building high-performance and reliable IT infrastructure proved to be the right choice. When the health emergency began, we were prepared.

Andrea Bargiotti  
NWG Italia IT Department

”



## SOLUTION

“Ricoh,” comments Andrea Bargiotti from the IT department, “already supplied other companies within the network of businesses that NWG Italia belongs to and over the years it has always proved to be a reliable and competent partner. When the need arose to modernize the IT infrastructure, partly with a view to consolidation and virtualization, we also involved Ricoh which, once again, proved to be up to the task and was chosen from among all the suppliers that we considered for this project.”

Ricoh has implemented new infrastructure that now relies on high-performance servers and storage and back-up systems to ensure services are always available.

## BENEFITS

Andrea Bargiotti continues: "Building architecture with these characteristics proved to be the right choice. When the health emergency began, we were prepared. IT supported the transition to remote work by allowing us to manage all the applications we needed to remain operational, without the need for upgrades or extensions and without any kind of disruption".

Key benefits include:

- Consolidation of the two previous forms of architecture
- Rapid migration
- Optimal performance
- Cost optimization
- Environmental sustainability
- Flexibility and modularity

"Technology," concludes Francesco D'Antini, "guarantees us the speed and responsiveness required to compete in current and future scenarios. Over the last year a new way of working has been established that will accompany us in the future and that regards IT as its main ally".



We have always considered IT innovation to be fundamental.

Technology allows us to set ourselves apart from many competitors and to provide our customers with added value."

Francesco D'Antini  
Presidente di NWG Italia



---

## RICOH

Ricoh is empowering digital workplaces using innovative technologies and services enabling individuals to work smarter. For more than 85 years, Ricoh has been driving innovation and is a leading provider of document management solutions, IT services, communication services, commercial and industrial printing, digital cameras, and industrial systems.

Headquartered in Tokyo, Ricoh Group operates in approximately 200 countries and regions. In the financial year ended March 2020, Ricoh Group had worldwide sales of 19.06 billion USD.

For further information, please visit [www.ricoh-europe.com](http://www.ricoh-europe.com)

---

**RICOH**  
imagine. change.

[www.ricoh-europe.com](http://www.ricoh-europe.com)

The facts and figures shown in this case study relate to specific business cases. Individual circumstances may produce different results. All company, brand, product and service names are the property of and are registered trademarks of their respective owners. Copyright © 2021 Ricoh Europe PLC. All rights reserved. This case study, its contents and/or layout may not be modified and/or adapted, copied in part or in whole and/or incorporated into other works without the prior written permission of Ricoh Europe PLC.