



## *Danish firm D-S Safety switch to Kualo to increase the speed, security and reliability of their Odoo ERP.*

Established for 65 years and servicing more than 14,000 clients, D-S Safety are one of the leading suppliers and manufacturers of safety equipment in Denmark.

They use Odoo ERP to power their online store and much of their business operations. They chose Kualo's Managed Hosting to help them solve problems they were facing at their previous host, including daily outages, slow speeds and to address concerns about security.

### **THE PROBLEM**

D-S Safety chose a well known, low cost dedicated server provider to host their Odoo ERP. Although hosted on an extremely powerful server, due to poor configuration they were experiencing daily downtimes and slow performance. This, along with unreliable backups, security concerns and lack of any real support, prompted them to find a new host.

### **THE KUALO SOLUTION**

DS-Safety switched to Kualo's Managed Hosting service, which sees us take an extremely hands on approach and develop a custom solution that meets their needs. After a close evaluation of their current solution, it was evident that a radical new approach was required. Kualo implemented a custom managed hosting environment designed to maximise speed whilst resolving the stability and security problems they were facing.

### **THE BUSINESS OUTCOME**

Six month's after their move to Kualo, D-S Safety have enjoyed 100% uptime and an 18% increase in speed. Multiple firewall layers keep their ERP secure, and backups run once per hour to ensure that should they are protected should the worst happen. Kualo's expert 24/7 support also means that they have the peace of mind that engineers are on hand whenever required.



## COMPANY

D-S Safety Equipment A / S

## WEBSITE

www.dsafety.com

## INDUSTRY

Personal Protective Equipment

## SOFTWARE

Odoo

## SOLUTION

Enterprise Managed Hosting

- ▶ Odoo powered by the Phusion Passenger app server, with an NGINX front-end leveraging page caching.
- ▶ Redis for fast, in-memory session storage.
- ▶ Multiple firewall layers including a machine learning firewall with an IP reputation database of over 3M malicious networks.
- ▶ Hourly backups with custom retention policies as specified by the customer.
- ▶ CloudFlare is used at the network level to provide additional security and speed, thanks to their Railgun acceleration technology.

## THE OUTCOME

- ▶ 100% uptime since deployment
- ▶ Average 18% speed increase
- ▶ Frequent, dependable backups
- ▶ Inherently more scalable, and built to be future proofed as their business needs grow
- ▶ Peace of mind with 24/7 proactive support



Theis Dræberg, CEO

## FINDING THE RIGHT PARTNER

Odoo powers D-S Safety's online store, but as a complete ERP it is also a key component of their business, used in sales, operations and marketing. The slow speeds and daily downtimes at their previous hosting provider were significant pain points for their team. They also had concerns about security, as without any hands on systems management at their host, there was nobody to maintain critical server security or monitor their server when problems occurred.

Kualo was recommended as a trustworthy and highly reliable provider, and D-S Safety contacted us to see how we could help with their situation.

## THE KUALO "MANAGED HOSTING" APPROACH

Kualo's Managed Hosting is designed for people who want to leave the task of designing, maintaining and monitoring their hosting environment to our seasoned experts, allowing them to focus all of their energy on their business objectives. It all starts with an in-depth analysis of your needs and understanding of any existing pain points.

*"From the very first point of contact, I was taken great care of. Kualo took the time to clearly understand our needs and made a thorough analysis of our existing setup. We received a detailed report containing their understanding of our situation, and all the information required to make a decision.*

*Once we were on board, things really notched up a level - one of Kualo's experts asked to connect on Skype to provide faster response times and ensure all of our requirements were clearly understood. When everything was ready, we were up and running within a week."*

## THE SOLUTION

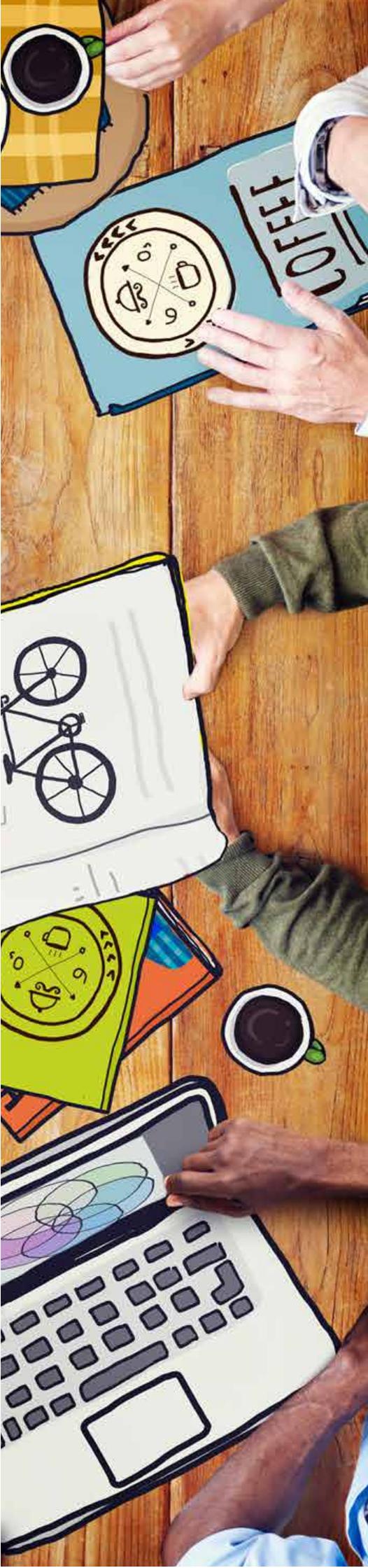
The Kualo solution was engineered to address the three key concerns they had - stability, speed and security. Our team determined that it was vital to move away from Odoo's built in web server; it was simply unable to provide the speed and stability they demanded.

In its place, we created a custom hosting environment, leveraging Phusion Passenger, a high-performing, secure and stable application server to power Odoo. In addition, Redis was implemented for fast in-memory session storage, and NGINX was used as the web server, allowing D-S Safety to additionally accelerate their front-end web store thanks to its fast, built-in page cache.

Security is ensured with automated, rebootless kernel patching, and multiple firewall layers - including a machine learning firewall which maintains an IP reputation database of over 3 million known malicious networks. CloudFlare is used at the network edge to mask the origin server, provide additional network level security defences and add further acceleration thanks to their Railgun technology. Their backups are now reliable, running once per hour, and we have also improved their code deployment process through the implementation of separate staging and production environments.

Since moving to Kualo, Odoo runs on average 18% faster, and provides much greater scalability to handle higher volumes of traffic. The environment is also future proofed, having been designed from the outset so that we can easily scale to a cluster of load balanced servers as and when D-S Safety require this.

***"Moving to Kualo was the best thing for our company BIM and ERP that could happen. Kualo's customer service and customer understanding is like being invited to a party where the host does everything in their power to give the guests the time of their life."***



# kualo

Kualo has been providing rock solid web hosting for over 15 years. Our client base spans over 90 countries, and we have over 100,000 websites under management - all ethically powered by 100% renewable energy.

As people focused technology company, our driving force is our steadfast determination to provide support that is fast, efficient and which knows no bounds when it comes to making our customers happy, and successful.

Websites are our passion, and we have a breadth of experience spanning more than a decade and a half - a lifetime in the hosting industry. Within our area of expertise, no hosting challenge is insurmountable, no problem too complicated for us to resolve.

**If you can dream it, we can host it.**

Find out more at [www.kualo.com](http://www.kualo.com) or call us on:

- ▶ **0800 138 325** (UK)
- ▶ **1-800 995 8256** (USA/Canada)
- ▶ **+44 (0) 207 183 1465** (Rest of World)