davenportgroup

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Virtualization Enables Efficiency

Davenport Group & Mainsail Lodging & Development virtualization and storage solution installation.

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We Are Here to Help

Dell Inc. engaged Davenport Group to support Mainsail Lodging & Development, as a trusted datacenter Dell partner. Specifically, Mainsail was in need of an open and virtualized infrastructure to support future growth. Our engineering team successfully architected a new infrastructure which allows Mainsail to grow strategically as their business requires. Due to Mainsail's development branch experiences unpredictable growth and therefore their infrastructure needs to be scalable at a moment's notice.

After a successful initial engagement, Davenport Group is viewed as a key member of Mainsail's strategic team. They look to Davenport Group to assist them with anything from general support questions, to architecting & deploying infrastructure as they complete new resort location construction. Since the initial project, Davenport Group has assisted Mainsail in outfitting a remote resort in the British Virgin Islands with a similar datacenter solution, thus allowing them a single pane of glass to manage both sites from their headquarters in Tampa.

On Mainsail's most recent project, Davenport Group was able to consult on what their best course of action should be based on their business needs while being conscious of their This project focused on continuing down the path of outfitting various resort/hotel sites with their own datacenter equipment, or if it made the most sense technologically and financially speaking to consolidate the future hotels in to their main datacenter. We were able to leverage our industry and product knowledge, in conjunction with Mainsail's leasing entity of choice to outfit them with the solution that is best catered to the business' needs.

About Mainsail Lodging & Development

Mainsail Development Group opened its first lodging complex in 1999, just one year after incorporating.
The Mainsail Suites Hotel & Conference Center, located five minutes from Tampa International Airport, was developed under a master lease and served as a $50 million corporate training facility for PricewaterhouseCoopers.

In 2002 Mainsail began to acquire Marriott ExecuStay® franchises in the Southeast. In September 2013, Oakwood® expanded its relationship with Mainsail Lodging & Development by signing the company as its first Oakwood® brand franchisee. Currently, Mainsail exclusively manages the Florida market for Oakwood Worldwide under both its ExecuStay® and Oakwood® brands, while retaining its ExecuStay® franchises throughout the Southeast.

Mainsail procures, furnishes and manages luxury apartments under leases to corporate, government and leisure clients that require temporary housing in Florida, Georgia and the Carolinas.

The Challenge

The primary issues Mainsail faced were the unpredictable nature of their company growth and the need to ensure that their systems were robust, current and scalable.

Due to the nature of hospitality management and development, growth is not linear and their incremental needs could vary from a single server, to almost doubling their current datacenter infrastructure with little warning. Mainsail's datacenter infrastructure had to be designed in such a way as to address these concerns and they needed a team who could design, architect and deploy a solution that would support them well into the future.

The Bright Future Ahead

Davenport Group engineered a virtual datacenter that allows Mainsail to manage with ease, allow for automation between application & data center resource allocations and scale with the company's natural growth strategy.

"I have 100-110% confidence of Davenport Group's ability to execute projects effectively, and with success"

– Robert Melendez
Corporate Director of IT