



## KEY HIGHLIGHTS

INDUSTRY: TECHNOLOGY

**CHALLENGE**

Princeton Softech wanted to extend its industry-leading enterprise data management solution to support hundreds of ERP and CRM application configurations without breaking the bank on testing hardware and manpower.

**SOLUTION**

VMware Infrastructure 3 helped Princeton Softech constrain its testing hardware costs, while VMware Lab Manager alleviated the labor crunch for provisioning testing and development environments.

**VMWARE AT WORK**

- VMware Lab Manager
- VMware Infrastructure 3 Enterprise, featuring:
  - ESX Server 3 with VMFS
  - VirtualCenter 2
  - VMotion
  - Distributed Resource Scheduler (DRS)
  - High Availability (HA)

**DEPLOYMENT ENVIRONMENT**

- ESX Server 3.0 and VirtualCenter on HP DL 585s
- Hitachi HDS 9570 and AMS SANs, with 200 TB storage
- Guest operating systems: Windows NT, 2000, 2003, XP Pro, and Vista; Solaris; Red Hat AS3, AS4, ES3, and ES4
- Applications: Oracle, UDB, DB2, SQL Server, Sybase and Informix databases; Oracle E Business Suite, PeopleSoft Enterprise, JD Edwards EnterpriseOne, Siebel Applications, Citrix, and Microsoft Exchange

*“Before acquiring VMware Lab Manager, we didn’t have the versatile, on-demand environment we needed. Virtualization helped, but even then, requiring IT support to provision specific environments created bottlenecks. Lab Manager allows us to support as many ERP and CRM environments as possible to satisfy the needs of our engineering talent and to achieve our business objectives.”*

Jim Rhodes, VMware Administrator, Princeton Softech

**Princeton Softech**

Princeton Softech’s industry-leading enterprise data management software helps organizations deftly manage their most critical asset—information—allowing them to improve application performance, mitigate risk and control IT costs.

As a growing company with a heavily demanded product, Princeton Softech wanted to expand its reach beyond just corporate databases, into the ERP and CRM application marketplace. But expansion meant an expanded test matrix on which Princeton Softech’s QA department would need to test its software. “Originally, we had to ensure compatibility between our software and different flavors of a handful of databases,” recalls Rhodes. “Now, we have to support different flavors of ERP and CRM applications, each with its own different versions, in combination with each of the major databases. We moved from testing against a dozen combinations to supporting hundreds of combinations.”

Princeton Softech virtualized its test lab using VMware ESX Server to consolidate its infrastructure. Using VMware Lab Manager, Princeton Softech was able to create, capture, suspend, index, archive and recreate testing environments, allowing the company to leverage the power of its virtual infrastructure.

**Results**

- Improved server-to-staff ratio by a factor of 25
- Reduced time for provisioning complex testing configurations from weeks to seconds
- Deferred hundreds of thousands of dollars in testing hardware costs
- Maintained IT headcount as test matrix expanded by many times
- Fully leveraged engineering pool by ensuring engineers are never idle for want of testing resources
- Enabled testing to “follow the sun” by providing offices in France and Australia with access to the central test lab
- Controlled storage costs by storing only the differences between new virtual machine configurations, and those they were based on