



KEY HIGHLIGHTS

INDUSTRY: TECHNOLOGY



CHALLENGE

Wyse Technology had run up against a dead end: It had outdated production servers causing significant outages on a weekly basis, but was apprehensive of the large financial outlay to refresh its entire hardware stock.

SOLUTION

By moving to VMware virtual infrastructure, Wyse Technology was able to improve productivity and performance without incurring the cost of expensive new hardware. We have saved \$350,000 in avoided hardware investment costs and are saving \$30,000 per year in operational costs.

VMWARE AT WORK

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

DEPLOYMENT ENVIRONMENT

- ESX Server on Dell PowerEdge 2850s
- VirtualCenter on Dell PowerEdge 1850
- EMC CLARiiON CX600 SAN – 1.4TB FC RAID-50
- Guest operating systems: Windows 2000, 2003 and Linux RHEL
- Applications: Business Objects, EDI, .Net, Cyclone, RADIUS, Microsoft WSUS, McAfee Antivirus, Exchange Front-end (SMTP and OWA). All test Exchange and Citrix servers have been virtualized and effectively mitigate the risk of aggressive Microsoft patching via the use of VM snapshots.

“VMware Infrastructure 3 had reduced the frequency of outages for core infrastructure services by 100 percent, saving 416 man hours per year in unplanned maintenance. VMware Distributed Resource Scheduler (DRS) and VMware High Availability (HA) are fully automated and performing flawlessly. During the first 24 hours up and running, DRS performed 40 VMotions and the users didn’t even notice a difference. With our key infrastructure totally running on VMware technology, we’ve not only reduced the IT management burden, but also lowered our annual TCO to 20 percent of the original cost.”

Faan DeSwardt, Director of Enterprise Architecture, Wyse Technology

Wyse Technology

Wyse Technology is the global leader in thin computing. Wyse hardware, software and services ensure customers’ desktops are secure, reliable and agile, preserving capitol and increasing productivity.

When Faan DeSwardt, director of enterprise architecture, Wyse, found himself facing server outages almost once per week, due to outdated hardware, he turned to VMware. “Budget was tight and I was asked to fix the problem with what we had,” says DeSwardt. “With virtualization, you don’t have to find a ‘frugal’ workaround. You don’t have to forego CPU or memory capacity. Just get an old box and go for it. You’ll love it—and your CFO will love you for cutting costs by a factor of five.”

In 2006, Wyse deployed VMware Infrastructure 3, and now has more than 80 percent of its Windows environment running in virtual machines, without a hitch. “Virtual Infrastructure 3 is like another dimension,” adds DeSwardt. “It’s tearing down old limitations of space, time and money.”

Results

- Avoided purchase of \$375,000 worth of new hardware
- Reduced downtime due to hardware failure and maintenance. “We previously had one outage a week; after virtualization, we’re still waiting for the first failure—5000+ fully-automated DRS VMotions and 18 months later!” says DeSwardt.
- Increased CPU utilization by 80 percent. Wyse runs its ESX Servers with 85 percent CPU utilization, where most of its bare-metal servers used to run around five percent.
- Significant power and cooling savings. “We are saving \$30,000 per year in cooling and power, which is a key focus area for Wyse as part of our EarthSmart initiatives,” says DeSwardt.
- Achieved a server consolidation ratio of 10:1