



## KEY HIGHLIGHTS

INDUSTRY: TECHNOLOGY



## CHALLENGE

Reduce time required for software development and solution deployment in diverse IT environments

## SOLUTION

VMware Server and VMware Infrastructure 3 allow software to be tested and deployed on ready-to-run virtual machines, streamlining processes.

## VMWARE AT WORK

VMware Infrastructure 3 Enterprise, featuring:

- ESX Server 3 with VMFS
- High Availability
- Distributed Resource Scheduling
- VirtualCenter 2

VMware Server

## DEPLOYMENT ENVIRONMENT

- ESX Server running on IBM Dual Core, Dual Processor X3650. IBM Blade System, featuring 12 Blades and 3TB of SAN storage
- Guest operating systems: Windows 2003 Server, Windows XP, Linux Red Hat Enterprise 4
- Applications: Aternity's Web-based applications, including its performance monitoring software

*"As a startup software company focused on meeting the broad needs of the Fortune 1000, it's important for us to maximize our hardware investments. VMware software allows us to get maximum productivity out of our IT infrastructure—and it lets us do so very easily. The software is incredibly straightforward."*

Eden Shochat  
CTO, VP Strategic Planning, Aternity, Inc.

## Aternity, Inc.

Aternity, Inc. is the leader in Frontline Performance Intelligence for Global 1000 enterprises. Aternity arms business managers and IT departments with precise information on how Frontline users' experiences impact business results, and gives them a path to constant business improvement.

Two of the biggest challenges Aternity faces as a software developer are: 1) testing its software in different IT environments; and 2) deploying its software at customer sites. "A lot of companies have rules against outside hardware," says Eden Shochat, CTO and vice president of strategic planning at Aternity. "So, if we were planning to run our software on a server that we'd brought to the customer site, we could be out of luck—they might require us to go through a formal server acquisition process, which can take weeks."

Fortunately, VMware software was able to address both these challenges. Using VMware Server, Aternity is able to streamline software development and testing at its overseas test lab in Israel. Being able to easily create multiple environments with different operating systems on the same server saves them having to make a large investment in an overseas data center. Additionally, solution deployments at customer sites are much quicker, thanks to VMware Infrastructure 3, which allows Aternity to easily push out solutions to customers.

## Results

- **Achieved 4-to-1 server consolidation.** "We'd need 40 physical machines to accomplish what we're currently accomplishing with 10 machines and VMware software," says Shochat. "Avoiding those hardware costs allows us to focus more resources on our core business."
- **Reduced time required for solution deployments by days.** "Rather than dragging a physical server to a customer site, I can produce a VMware image in our environment, hand it off to the customer and have our solution up and running in 25 minutes," says Shochat. "That streamlines the deployment process by many hours, if not days."
- **Chopped rack space costs in half.** "When it comes to rack space, the goal is to keep only as much as you need, and no more," says Shochat. "If we didn't have VMware software, we'd need to double our rack space, at a cost of several thousand dollars per rack."