



## KEY HIGHLIGHTS

INDUSTRY: FINANCE



## CHALLENGE

Natixis wanted to reduce power and cooling costs in its data center, improve system management, conserve data center space and deploy a reliable disaster recovery solution.

## SOLUTION

Natixis chose to upgrade most of its servers to VMware® Infrastructure 3 and deploy supporting products to maximize server utilization, cut costs and improve manageability.

## VMWARE AT WORK

Virtual Infrastructure 3, featuring

- VMware Distributed Resource Scheduler (DRS)
- VMware High Availability (HA)
- VMware VMFS
- VMware Virtualization Desktop Infrastructure (VDI)

## DEPLOYMENT ENVIRONMENT

- Host operating system: VMware ESX 3.01
- Guest operating systems: Windows Server Standard and Enterprise editions, Windows XP Professional, Red Hat Linux and Solaris x86
- Applications: traditional business software and line-of-business applications
- Hardware: IBM blades

*“Before VMware, it took almost three weeks to provision a machine. Now it takes a few hours from start to finish: deploying the virtual machine template, installing the application, testing and finally turning the virtual machine over to the end user. VMware Infrastructure 3 gives our engineers more time to focus on other projects, because we now have a fully automated data center, with Distributed Resource Scheduler and High Availability looking after our virtual infrastructure environment.”*

Fazil Habibulla, Vice President and Systems Engineer,  
Natixis Capital Markets

## Natixis Capital Markets

Headquartered in New York City, Natixis Capital Markets is a subsidiary of IXIS Corporate & Investment Bank and an affiliate of Natixis, a leader in the banking industry in France and throughout Europe. Through its own subsidiaries, Natixis Capital Markets provides innovative financing, investment and risk management solutions to its clients. The company reported sales in 2006 of US\$ 13 million.

Natixis had been using VMware® Infrastructure 2.5 for several years on some of its servers. The IT group wanted to virtualize the entire Windows environment by upgrading to Virtual Infrastructure 3. It also wanted to take advantage of the benefits provided by VMware Distributed Resource Scheduler (DRS) and VMware High Availability (HA). Together, these products monitor the entire virtual infrastructure and manage load balancing of virtual machines across multiple servers. “With DRS, we are able to free up the VI team so they can work on other projects,” says Habibulla. DRS also helped Natixis to further consolidate its servers: the ratio of virtual machines to servers is now between 8 and 10:1.

HA proved to be a reliable, cost-effective solution for disaster recovery. If a physical server fails, HA automatically restarts all affected virtual machines on other production servers that have spare capacity. “With HA, we don’t have to use a complex clustering solution, and we don’t have to have a dedicated standby server in case of a failure,” says Habibulla.

## Results

- Achieved 8–10:1 virtual machine-to-server ratio
- Reduced server provisioning time from three weeks to a few hours
- Deployed reliable, cost-effective disaster recovery solution
- Reclaimed about 8–10 cabinets by using IBM blades and VMware Virtual Infrastructure
- Reduced power and cooling costs; improved IT staff productivity