



*“VMware is the clear and obvious leader in virtualization products. We tried both the Microsoft and Oracle virtualization products and found them lacking in features and performance compared to the VMware product.”*

— David Greer  
Director of Information Services,  
HelioVolt Corporation

#### KEY HIGHLIGHTS

##### Challenge

Prepare fast-growing company's IT infrastructure for rapid growth without incurring heavy costs

##### Solution

VMware technology creates a scalable virtual infrastructure that is easily maintained and reliable for running mission critical applications, keeping costs low and IT departments lean.

##### VMware at Work

VMware Infrastructure 3 Enterprise, featuring:

- ESX Server 3 with VMFS
- VirtualCenter 2.5
- VMotion
- Distributed Resource Scheduler (DRS)
- High Availability (HA)

##### Deployment environment

- HP DL380 G5, Dual Quad Core 3GHz CPU, 32 GB RAM attached to NetApp SAN
- Guest operating systems: Windows 2003, SUSE Linux, Oracle Linux
- Virtualized Production Applications: MS Exchange 2007, SQL Server 2005, SharePoint Portal 2007, KRONOS timekeeping, Primavera Enterprise Project Management, Eyelit Manufacturing Execution System (MES), and Oracle database and ERP running Enterprise Applications 11i
- Virtualized Pre-Production Applications: Windows Server 2008, Eyelit Manufacturing Execution System (MES) on SUSE Linux, Kronos Timekeeping on Windows 2003, Oracle 12 EBS on Oracle Linux, MOSS 2007, SQL Server 2005

## HelioVolt Corporation

Based in Austin, Texas, HelioVolt Corporation (HelioVolt) is a manufacturer of a new generation of thin film photovoltaic products that are 100 times thinner than traditional silicon, and can be manufactured at speeds 10 to 100 times faster than current processes.

As a startup focusing on environmentally friendly energy sources, HelioVolt was poised for rapid growth as interest in green companies gathered momentum. The company wanted to ensure that it could readily scale its infrastructure in anticipation of this growth.

“When I first started here, there were only four employees,” says David Greer, director of information services at HelioVolt. “Currently, we have 80 employees, and we’re projected to have 200 employees by the end of the year. We wanted to put in enterprise systems like Exchange and SQL that could help us grow, but at the same time, we wanted to stay lean, since we have a small IT staff.”

For HelioVolt, the VMware Infrastructure 3 solution was the perfect way to achieve cost-efficient scalability. VMware Infrastructure 3 has allowed them to virtualize mission-critical applications without having to invest in a lot of hardware or additional IT staff. “The performance, reliability, and scalability of our applications running on VMware Infrastructure 3 have been fantastic. We currently run Exchange 2007, SQL 2005, Sharepoint 2007, Oracle ERP, and many other applications all on VMware and they run great,” says Greer. “Based on this success, we’re looking forward to exploring VMware’s Virtual Desktop Infrastructure product to further streamline our IT infrastructure.”

### Results

- Avoid thousand of dollars in IT costs. “If we hadn’t implemented VMware Infrastructure 3, we would’ve had to spend thousands of dollars each year on hardware and staff to manage that hardware,” says Greer.
- Reduce server provisioning time to under an hour. “As a startup, we need to be nimble,” says Greer. “If someone needs a server or fresh XP instance to test something out on, we can provision it in under an hour thanks to VMware technology.”
- Achieve 12:1 server consolidation ratio. “Being a green energy company, it’s only fitting that we ourselves operate as efficiently as possible,” says Greer. “Running multiple virtual machines on a single ESX host helps us reduce our power and cooling needs significantly.”



CUSTOMER SNAPSHOT