



*“VMware is so far ahead of the competition, in terms of the maturity of their product. Choosing VMware Infrastructure 3 made all the sense in the world to us.”*

— Justin Lauer  
Information Technology Manager,  
Campbell Clinic Orthopaedics

#### KEY HIGHLIGHTS

##### Challenge

Use technology refresh as opportunity to move from a physical to a virtual IT infrastructure

##### Solution

VMware Infrastructure 3 creates a virtualization platform that is easy to implement and easy to manage.

##### 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 running on IBM x3650 dual processor, quad core servers with 22 GB RAM, attached to EqualLogic PS400E and PS3900XV SAN
- Guest operating systems: Windows Server 2000, 2003, 2008
- Virtualized Production Applications: MS Exchange 2003, SQL, Sharepoint, SRS Clinical Manager™ patient records system
- Virtualized Pre-Production Applications: MS Exchange 2007

## Campbell Clinic Orthopaedics

Based in the Memphis, Tennessee area, Campbell Clinic Orthopaedics is one of the country's leading centers of orthopedic teaching and practice. The clinic has just over 400 full-time employees who help the clinic accomplish its mission.

When Campbell Clinic's server infrastructure was due for a technology refresh, the company found itself facing a choice. "One way or another, our hardware needed to be replaced," says Justin Lauer, an information technology manager at Campbell Clinic. "The question was whether we replaced it all with physical boxes or whether we utilized a combination of hardware and software to create a virtual infrastructure."

Campbell Clinic selected the VMware Infrastructure 3 suite as the best solution for its virtualization needs. "We're primarily a Microsoft environment," says Lauer. "And I knew that Windows ran great on VMware. That made the selection process pretty easy—we really didn't have to spend too much time evaluating different virtualization vendors."

Campbell Clinic was able to rapidly deploy the VMware Infrastructure 3 solution within a matter of days. "We literally went from unpacking the boxes to being up and running in just three days," says Lauer. "The transition from physical to virtual was seamless."

### Results

- Reduce overhead by \$100,000. "Over the next three years, our VMware solution will save us over \$100,000 in hardware purchases, power and cooling costs, and administration time," says Lauer.
- Improve disaster recovery capabilities. "We've been able to advance our business continuity and disaster recovery capabilities by leaps and bounds with VMware," says Lauer. "Having that kind of data protection is very important in the healthcare field."
- Reduce server count by 58%. "We've virtualized everything from Exchange to SQL to Sharepoint, and in doing so, we've been able to nearly halve our total number of physical boxes," says Lauer.

