



KEY HIGHLIGHTS

INDUSTRY: PROFESSIONAL

**CHALLENGE**

Move beyond limitations of "one server to one application" model

SOLUTION

VMware technology creates a virtual infrastructure that provides more scalability and flexibility than a physical IT infrastructure.

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

- PowerEdge 2950 and 2850 servers attached to NetApp FAS-3020 SAN
- Guest operating systems: Windows 2003
- Virtualized Production Applications: MS Exchange, SQL, Citrix, file servers, print servers, domain controllers
- Virtualized Pre-Production Applications: MS Office Sharepoint Server, Performance Point, and ProClarity Analytics

"Going with VMware was an easy choice. It offered by far the most mature and reliable virtualization platform on the market, and it offered a more robust feature set than competitors like Xen and Microsoft."

Donald Wong

Manager of IT Operations and Development, Accountants, Inc.

Accountants Inc.

Founded in 1986, Accountants Inc. is a 350 person firm that provides companies of all sizes with the financial talent they require on either a temporary or permanent basis.

Internally, Accountants Inc. had relied on a hardware-based environment to support its IT operations, with a single server for each application. As the company approached a hardware refresh cycle, it determined that virtualization would be a much more cost-effective way to address its business and IT requirements and delivery of applications more efficiently.

Entisys Solutions, Inc. (Entisys), a Premier Partner in VMware's VIP Partner Program and a leading provider of enterprise virtualization and access solutions, was an invaluable partner throughout Accountant Inc.'s embrace of VMware technology. With its holistic approach to virtualization and its proven methodologies, Entisys ensured a smooth, trouble-free deployment and the best possible infrastructure design.

"Having VMware in place has helped our business in many ways," said Donald Wong, manager of IT operations and development at Accountants, Inc. "If we had continued deploying physical machines in a 'one server to one application' way, we would have incurred a lot of unnecessary overhead costs. Now, we've standardized on VMware and we have a strict virtualization-first policy. As a result, we can spend less time managing our IT infrastructure and more time focusing on the bigger picture, like growing the business."

Results

- **Reduce server count by 80 percent.** "Deploying the VMware platform, has enabled us to significantly reduce our datacenter footprint by consolidating nearly 50 physical servers onto just 10 VMware ESX Servers," says Wong.
- **Decrease server deployment time to minutes.** "VMware technology has provided an environment where we can roll out applications in a test or development environment in minutes," says Wong. "A new virtual machine is always just a few clicks away."
- **Increase availability of key business applications.** "The features that are included in VMware Infrastructure 3, like DRS (Distributed Resource Scheduler) and HA (High Availability) play a huge role in helping us meet our business continuity and disaster recovery goals," says Wong. "We were then able to leverage and use a similar virtualization model for our sister company, Acsys Inc., to meet similar disaster recovery requirements."