

Peerless Clothing



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Information Systems
Infrastructure and Operations
Manager for Peerless Clothing

KEY HIGHLIGHTS

Challenge

Respond to rapid business growth by building a stable and flexible platform to introduce new SAP applications and scale IT infrastructure.

Solutions

VMware and Novell technologies create a lower cost, scalable virtual infrastructure that is easily administered and reduces time required for routine IT tasks.

VMware at Work

VMware Infrastructure 3 Enterprise, featuring:

- VMware ESX
- VMware VirtualCenter 2
- VMware VMotion
- VMware Distributed Resource Scheduler (DRS)
- VMware High Availability (HA)

Peerless Clothing

Founded in 1919, Peerless Clothing, Inc. is the largest domestic producer of men’s tailored clothing in North America, producing clothing for designer labels including Calvin Klein, Ralph Lauren and TALLIA. The company supplies men’s tailored clothing to most every major department and specialty store retailer in the United States.

Peerless Clothing has doubled its revenue in the past few years and maintaining its business on UNIX was becoming too costly and inflexible. The company needed a stable and flexible platform to introduce many new SAP applications. It also needed to scale its IT infrastructure to keep up with the company’s growth.

“We had a lot of new requests coming in for new servers, new environments, new applications,” says Joffrey Bienvenue, information systems infrastructure and operations manager at Peerless. “It was not feasible to manage this growth the old fashioned way by adding one physical box after another. We have a relatively small IT staff, and we want to keep it that way.”

Streamlined Infrastructure Cuts Costs, Adds Flexibility

Peerless deployed several of its mission-critical applications on SUSE® Linux Enterprise Server from Novell® and VMware® Infrastructure, including SAP® NetWeaver, SAP business warehouse applications, SAP Enterprise Portal, SAP Knowledge Management, Novell GroupWise® as well as its shop floor application. Using SUSE Linux Enterprise Server and VMware® ESX for virtualization, the IT staff has consolidated its HP and IBM servers tenfold.

The VMware Infrastructure suite was the ideal way for Peerless to create a scalable virtual infrastructure, allowing the team to manage its mission critical applications without having to add staff. “With VMware Infrastructure, we are able to do more with the staff that we have,” says Bienvenue. “That makes us a more streamlined and efficient organization.”

When evaluating platforms for its new SAP business applications, Peerless Clothing considered both upgrading its HP-UX environment running on RISC hardware or migrating to Linux. After determining that UNIX would be cost-prohibitive, the company evaluated Red Hat and SUSE Linux Enterprise Server before selecting the Novell solution. The company worked with Adaris Technologies, a Novell Gold partner, to implement its Linux solution.

“Moving our UNIX environment to Linux made a lot of sense because our staff didn’t require a lot of retraining,” said Bienvenue. “We looked at Red Hat Enterprise Linux, but found that SUSE Linux Enterprise Server offers better support for open standards.”

“SAP systems require a lot of memory so had we gone with a UNIX-based platform, we would have been forced to make a significant investment in new hardware,” said Bienvenue. “SUSE Linux Enterprise Server allows us to leverage less expensive

DEPLOYMENT ENVIRONMENT

- HP Proliant DL585 server with dual core AMD Opteron processors attached to Multiple Sub Storage systems through Falconstor IPStor SAN virtualization appliances
- Virtualized Production Applications: SAP business intelligence, SAP Enterprise Portal, SAP NetWeaver, Java Infrastructure, SAP Knowledge Management, Blackberry Enterprise server, Novell Groupwise mail server, Accumark CAD package, Novell ZENworks®, File servers, Print servers, Mercator EAI
- Virtualized Pre-Production Applications: SAP business intelligence, SAP Enterprise Portal, SAP NetWeaver Java Infrastructure, SAP Knowledge Management

“SAP systems require a lot of memory so had we gone with a UNIX-based platform, we would have been forced to make a significant investment in new hardware. SUSE Linux Enterprise Server allows us to leverage less expensive mid-range commodity hardware, and by using VMware Infrastructure to virtualize our Linux servers, we can quickly respond to the needs of the business by adding new servers in no time.”

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With SUSE Linux Enterprise Server, the IT staff now has a solid development platform and can take advantage of open source tools and applications. The company also runs Novell Open Enterprise Server, including Novell iFolder®, Novell iPrint, as well as Novell eGuide which serves as its corporate user directory.

“We are passionate about Novell solutions at Adaris and were excited to help Peerless Clothing in their migration to Linux,” said Jacques Sauve, President of Adaris Technologies. “For mission-critical ERP applications and production environments, SUSE Linux Enterprise Server provides superior uptime and stability for a fraction of the cost of a UNIX solution.”

“By leveraging Novell and VMware solutions, we’re able to support the company’s growth without having to add additional IT resources or make extravagant investments in hardware and software,” said Bienvenue. “SUSE Linux Enterprise Server and VMware Infrastructure give us the biggest bang for the buck with all the tools we need to deploy, manage and monitor our IT environment.”

Results

- **Reduce server provisioning time from weeks to hours.**

“We can have a new server up and running in a matter of hours thanks to VMware,” says Bienvenue. “Before, it would take weeks just to order the hardware and that’s before we even start installing it.”

- **Eliminate planned system downtime.**

“The VMware® VMotion feature is just incredible,” says Bienvenue. “When doing maintenance on our ESX hosts, we can migrate all our virtual machines to another ESX box without causing any downtime.”

- **Save at least \$700,000 compared to the cost of a UNIX-based solution.**

By deploying its SAP environment on VMware Infrastructure and SUSE Linux Enterprise Server, Peerless Clothing has saved at least \$700,000 compared to the cost of a UNIX solution. By virtualizing its servers, the company has also consolidated its hardware by 90 percent and can deploy new servers in a matter of hours. “Every virtual machine we deploy represents money that we didn’t have to spend on buying a physical server,” says Bienvenue. “We currently have 40 virtual machines running on our ESX hosts, and there’s room for more.”

