



“VMware allows us to manage our resources much better - we buy only what we need and can actually tune our computing environment to our needs. As a small hospital with only a 17-person IT staff, having physical servers stretched our capabilities. VMware allows us to do more with the same staff, and do the job right.”

— Mark Boggs
IT Director, Thomas Memorial Hospital

KEY HIGHLIGHTS

Challenge

Reclaim real estate, reduce hardware and software costs, reduce power consumption, and create a Disaster Recovery strategy.

Solution

VMware infrastructure enables enterprise class performance, while saving money on space, hardware and power consumption, and preventing true disasters.

VMware at Work

- ESX Server 3
- VMotion
- Storage Motion
- VI

Deployment environment

- iSCSI
- EqualLogic
- Hp SAN
- Linux
- Compaq Windows servers, OpenVMS, and AS400
- McKesson platforms
- domain controllers
- Microsoft ISA
- Medical records Document Imaging Systems
- Kronos Time and Attendance payroll system

Thomas Memorial Hospital

Thomas is a 261-bed, not-for-profit hospital, located in South Charleston, West Virginia. The mission of Thomas Memorial Hospital is to be the first choice for those in need of health care by providing the highest quality of service through a team of valued, caring and highly skilled employees and physicians in a “state of the art” facility. It offers supportive, compassionate care, advanced technology and the dedication of its employees, physicians and volunteers. Of its 1100 employees, 17 are in the IT department.

Thomas Memorial needed to reclaim physical real estate to house its servers, slash its costs of purchasing servers, power consumption, and maintenance, and improve its Disaster Recovery strategy. When it built a second data center, the cost of which required it to find savings elsewhere, server virtualization was the obvious solution.

It chose VMware to virtualize, drastically cutting its costs and reducing its power consumption by consolidating 120 physical servers to 70 virtual to date. In addition, VMware’s stability, ease-of-use and superior customer service set it apart from all other competitors. With VMware, it can now get an application up and running in no time.

ATS was an instrumental partner to Thomas Memorial. Thomas Memorial knew it needed to virtualize, but had not decided to use VMware until ATS analyzed Thomas Memorial’s setup and made multiple presentations about VMware’s benefits. ATS planned and executed the virtualization project, and was with Thomas Memorial every step of the way. In terms of disaster recovery, Thomas Memorial’s use of VMware’s VMotion in maintenance mode and Storage Motion allowed it to successfully recover from a hardware failure without impacting the environment and upgrade its code seamlessly.

Results

- Already virtualized 70 servers
- 10:1 server consolidation
- Saves at least 8 hours over setting up a physical server



CUSTOMER SNAPSHOT