

A Large Property & Casualty Insurance Organization

“Our VMware deployment has totally changed thinking within our organization on how to be more agile and deliver IT services more efficiently. That’s on top of just making things a whole lot easier.”

– Enterprise Architect

KEY HIGHLIGHTS

Challenge

Overhaul infrastructure to align IT services with business need.

Solution

VMware technology provides flexibility for growth, improves business responsiveness, and strengthens business continuity.

VMware at Work

VMware vSphere, featuring:

- ESX Server
- vCenter
- vMotion
- Distributed Resource Scheduler (DRS)
- High Availability (HA)
- Site Recovery Manager (SRM)
- Lab Manager

As well as,

- Professional Services
- Technical Account Management

Deployment environment

- Hardware: IBM x3650 servers with EMC Symmetrix DMX-3 and EMC Clariion CX-340 storage
- Guest operating systems: Windows Server 2003, Red Hat Enterprise Linux 5
- Virtualized production applications: Cognos Analytics, Oracle Web Center, Citrix XenApp, Blackberry Enterprise Server, Microsoft Exchange, Microsoft SQL Server, and Microsoft Active Directory to name a few.

“Insurance” is often defined as protection against a possible eventuality. It is fitting, then, that this large property and casualty insurance organization originally purchased virtualization solutions from VMware as insurance against running out of space.

“Business as usual—buying rack after rack of physical servers—wasn’t going to cut it,” says the enterprise architect. “We were growing rapidly and would have had to expand the capacity of our datacenters to continue to meet the business’s needs.”

Instead, they deployed the VMware vSphere suite, which has enabled it to run >300 virtual machines on only 40 VMware ESX hypervisors. “We still have a great deal of room for growth on the platform.” Additionally, we were told that “We have six datacenters across the enterprise, and we are about to closing three in 2010 because of the consolidation we’ve achieved through our physical-to-virtual efforts.”

Additionally, VMware features like vCenter, High Availability, Distributed Resource Scheduler, vMotion and Site Recovery Manager are helping this organization to bring a higher level of efficiency, scalability and availability to its technology systems—an important detail for a company located in hurricane country. “We’ve developed an entire virtual infrastructure for our software development life cycle environment as well as our tier 1, tier 2, and tier 3 business applications” says the enterprise architect. “The flexibility and portability of the virtual machines makes us much better positioned for business continuity and disaster recovery.”

Results

- Cost savings. “We’ve been able to figure out our cost per virtual machine, and compared to what the same number of physical servers would cost, it’s pretty big savings,” the enterprise architect says. “It’s nice to be able to save the organization and our customer’s money.”
 - Reaching an Average Consolidation Ratio of 18:1 with Room for Growth.
 - ~86% Total Server Reduction in Physical Servers.
 - ~83% Reduction in Power & Cooling Costs.
 - Reduced the HBA’s from 300 to 60 – saving 240 HBAs.
 - Reduced SAN switches from 10 to 4.
 - Saved 280 sq. ft. of Data Center Space.
 - Saved 1,572 provisioning hours
 - On Target to Decrease Costs By 58.5% over 3 Years.
- Social and environmental responsibility. “The investment has supported our social and environmental responsibility under our Go Green initiative by reducing our carbon footprint by 1,610,856lbs (731 tons) in just one year. That’s equivalent to taking 134 cars off the road per year.”
- Develop internal cloud. “VMware technology gives us the flexibility to put resources towards applications and services that need it, when they need it.”
- Streamline server provisioning. “I can’t even tell you the last time we actually purchased a physical server,” says the architect. “Now that we’re a virtualization-first organization, we can just spin up a new virtual machine in a matter of minutes.”



CUSTOMER SNAPSHOT