



KEY HIGHLIGHTS

INDUSTRY: TELECOMMUNICATION

**CHALLENGE**

Firstly, enable field service workers to run older telecommunications-specific applications as well as a standard corporate suite on a single device. Secondly, implement a dynamic, scalable back-end infrastructure.

SOLUTION

VMware desktop virtualization enables creation of multiple environments with isolated operating systems and services while server virtualization constrains hardware sprawl and delivers a flexible infrastructure at minimal cost.

VMWARE AT WORK

- VMware Infrastructure 3 including ESX 3.0.2 and 3.5, Distributed Resource Scheduler, VMotion
- VirtualCenter 2.0, VMware Player, Workstation, Lab Manager, Site Recovery Manager

DEPLOYMENT ENVIRONMENT

- ESX running on 28 IBM HS20 BladeCenter blade servers and eight Dell PowerEdge 2950 servers
- IBM DS4700 and EMC CLARiiON CX3-20 storage systems
- Guest operating systems: Red Hat Enterprise Linux, Microsoft Windows 2003 and Microsoft Windows 2008
- Virtualized production applications: Microsoft Office SharePoint Server, SQL Server, System Center Configuration Manager, Exchange Server 2003, Exchange Server 2007, DNS and DHCP Servers, Active Directory, in-house web applications, field service applications

“While we invested an additional A\$200,000 or so in upgraded storage, we saved about A\$500,000 in combined storage and server hardware we would have had to purchase had we not implemented VMware.”

Stephen Beckwith, Infrastructure Manager
Kordia™

Kordia™

Kordia™ is one of Australia and New Zealand's leading providers of customized broadcast and telecommunications networks, network services and converged solutions.

Kordia™ is the first New Zealand organization to implement full virtualization across its datacenters, including two in New Zealand and one in Australia. Its applications and services are running on about 220 virtual servers. The environment based on VMware Infrastructure 3 delivers high availability and performance for 1,100 Microsoft Exchange Server 2003 mailboxes and allows Kordia™ to retain a full working copy of legacy infrastructures that can be re-initialized if required. “We have to date achieved a net saving of roughly A\$300,000 in datacenter costs thanks to virtualization,” said Stephen Beckwith, Infrastructure Manager, Kordia™.

The organization is also implementing a steadily increasing number of virtual desktops. With about 400 field service employees accessing ageing and sometimes unsupported applications, Beckwith is implementing VMware Workstation to allow them to run multiple operating instances on their PCs. “This means a worker can fire up Microsoft Windows 95 in a VMware virtual machine rather than retain a separate laptop for that purpose,” Beckwith said. “Each worker who required a second laptop to run legacy applications would have cost us an extra A\$2,000 and made our support task much harder.” VMware Workstation's ability to create isolated, secure virtual machines means technicians can install and back up guest operating systems from a DVD in 10-15 minutes without compromising the integrity of Kordia™'s corporate network.

Results

- Achieved a server consolidation ratio of 10:1
- Delivered a dynamic infrastructure to host Microsoft Office SharePoint Server and Microsoft Exchange Server 2007
- Saved a net A\$300,000 in datacenter costs
- Achieved savings of A\$2,000 per field technician who would otherwise require a second laptop to run legacy systems
- Eliminated need to deploy up to 14 physical servers for one project