



## KEY HIGHLIGHTS

INDUSTRY: **FINANCE**



### CHALLENGE

Find a cost-effective way to run a mission-critical application on multiple machines, without incurring excessive hardware costs.

### SOLUTION

VMware Server allows companies to readily create multiple virtual machines on existing hardware, rather than investing in new hardware.

### VMWARE AT WORK

- VMware Server

### DEPLOYMENT ENVIRONMENT

- VMware Server running on Dell 1850s
- Host operating system: Ubuntu
- Guest operating systems: Windows Server 2003
- Applications: Internal accounting software package

*“VMware Server has helped us increase the scalability, performance and efficiency of our IT infrastructure without increasing costs. On top of that, the application is user friendly and easy to learn—the case for virtualization is just too compelling to ignore.”*

Brandon Summers  
Network Administrator, Etelligent Consulting

## Etelligent Consulting

Etelligent Consulting (Etelligent) is focused on “making information work,” providing back-office solutions that handle portfolio management and reporting for financial services firms.

Etelligent needed to find a way to scale its internal accounting software application as the database to which it was connected grew larger and larger. “Our first thought was to scale the hardware and buy more machines, more RAM,” says Brandon Summers, network administrator at Etelligent. “But we realized we could get better performance by splitting up our data into several separate databases. That meant we needed a way for the application to log into several databases at once.”

Rather than buying individual machines that could run the application and log into these different database splits, Etelligent used VMware Server to create multiple virtual machines on a single server. “Using VMware Server to explore a virtualization solution was by far our best option, and we saw instant results,” says Summers. “We avoided the costs of having to buy new hardware, and we increased the availability of a critical application, which enhances the productivity of our employees.”

## Results

- Saved \$12,000 in hardware costs. “Right away, VMware Server helped us avoid having to buy new computers to access our database, which would have cost us \$12,000,” says Summers.
- Tripled CPU utilization. “With VMware Server, we can make our hardware work hard and get the most out of it,” says Summers. “We’ve gone from 30-percent CPU utilization to 90-percent utilization.”
- Achieved 7:1 server consolidation. “We have 33 virtual machines running on five servers, rather than having to worry about administering 33 individual computers,” says Summers.