

“Like most companies, we started with virtualization as a way to eliminate server sprawl and get better utilization out of our servers. Now, our VMware and Intel based virtualization solution is playing a serious role in our disaster recovery discussions.”

**David McCombs**  
Systems Engineer, Allied Electronics

## HIGHLIGHTS

### CHALLENGE

Streamline IT overhead associated with physical servers while strengthening business continuity capabilities

### SOLUTION

VMware® technology creates a virtual infrastructure that simplifies IT administration and increases availability and redundancy of core applications

### VMWARE AND INTEL AT WORK

VMware® Infrastructure 3 Enterprise, featuring:

- ESX Server 3
  - Dell 2650 servers with Intel Xeon processors attached to HP EVA 3000 SAN
- VirtualCenter 2
- VMotion™
- Distributed Resource Scheduler (DRS)
- High Availability (HA)

### DEPLOYMENT ENVIRONMENT

- Guest operating systems: Windows 2003, Fedora
- Virtualized Applications: SQL, Creative Logistics shipping and distribution software, network monitoring software, Domain Controllers, Print Servers, FTP Servers, IM Servers, Document Imaging Servers, Cisco Wireless Monitoring Servers, Web Filtering Servers, ISA Server, Firewall Management Servers, Microsoft Patch Servers, Virus Servers

## VMWARE AND INTEL ARE A WINNING ALLIANCE FOR ALLIED ELECTRONICS

Allied Electronics (Allied) is a small order, high service level distributor of electronic components and electromechanical products with 55 sales branches across the United States and in Canada.

For a company that ships nearly 5,000 packages every day, access to key software applications plays a critical role in ensuring that packages make it out the door on time. “We can’t afford to have any significant system downtime as we are a

customer-oriented organization,” said Carol Sutton, IT Director at Allied. “As a result, our policy is that any application or service that we deploy must be redundant. The VMware platform plays right into our Service Level Agreements (SLA) for Allied Electronics.”

VMware Infrastructure 3, running on Intel powered hardware, has provided a high degree of redundancy for Allied’s core IT infrastructure. Additionally, the way that VMware and Intel technologies work together has ensured a high degree of performance. “The architecture that Intel has developed allows a lot of the virtualization computing to be offloaded onto the processor itself,” said David McCombs, systems engineer at Allied. “That allows efficient utilization of the processor by a large number of guests—even 64-bit guests. It’s pretty impressive the way they take advantage of each other.”

## RESULTS

- Increase uptime and redundancy of core applications. “Our Intel based hardware creates a single compatibility pool for features like VMware High Availability,” says McCombs. “If we lose a server, we’ll only be down for a couple seconds before we get our mission critical servers back up and running.”
- Improve server utilization by 60 percent. “Virtualization was a great way to transition a lot of our core apps from older, out-of-date hardware onto VMware ESX hypervisors running the latest and greatest Intel processors,” says McCombs. “We’re able to get 80 percent utilization rates on our servers rather than 10-20 percent.”
- Create a virtualization standard for IT infrastructure. “We’re currently in ‘VMware-first’ mode,” says Sutton. “There’s rarely going to be an instance where an application wouldn’t be virtualized. Accordingly, we want to make sure every piece of the virtualization solution is solid and reliable, and Intel definitely provides that.”