



## Customer Snapshot

“In some cases, we found that once we migrated machines to the VMware platform, they actually ran better virtually than they did on their old physical hardware platform. I think that says a lot about VMware solutions and their ability to really take advantage of Intel’s latest processors”

**Steve Price**

*Systems Engineer, Simplot Australia*

### HIGHLIGHTS

#### CHALLENGE

Shift IT infrastructure towards virtualization

#### SOLUTION

VMware® and Intel technology creates an ideal platform for virtualization efforts, from test & dev and production environments, to disaster recovery.

#### VMWARE AND INTEL AT WORK

VMware® Infrastructure 3 Enterprise, featuring:

ESX Server 3

IBM x3650 servers with Intel Xeon processors attached to EMC Clarion CX-320C SAN

VirtualCenter 2.5

VMotion™

Distributed Resource Scheduler (DRS)

High Availability (HA)

#### DEPLOYMENT ENVIRONMENT

Guest operating systems: Windows 2000, Windows 2003 (32 & 64 bit)

Virtualized Applications: Microsoft SQL, Microsoft Exchange 2007, Microsoft Sharepoint, SMS, Citrix, Lotus Notes, HP OpenView, HP ServiceDesk, file and print servers, DNS and DHCP servers, Cisco ACS, Cisco Security Agent Servers, MimeSweeper Mail Gateway, Microsoft Active Directory Domain Controllers, Microsoft Project Server, Microsoft ILM, Microsoft BizTalk Server, Microsoft Systems Centre Operations Manager, Microsoft Systems Centre Configuration Manager, in house application servers, Supply Chain Servers, Sales Force Automation Servers, Citect & Ampla Servers (at remote sites), Activate, HP NNM.

## THE ANSWER IS SIMPLE FOR SIMPLOT AUSTRALIA: EMBRACE VIRTUALIZATION

Founded in 1995, Simplot Australia is a wholly owned subsidiary of the J-R Simplot Company, a privately held food and agribusiness corporation based in Boise, Idaho with annual sales of more than \$US3 billion.

Simplot Australia first began using virtualization as a way to create a test & development environment within its organization. Impressed with the results, the company used VMware Infrastructure 3 and Intel-based hardware to create a second cluster for production machines and began migrating servers onto this virtual platform.

“Because we lease all our hardware, each server we migrate over is a server we no longer have to pay to lease,” says Steve Price, Systems Engineer at Simplot Australia. “That generates significant cost savings. And all the new servers we’ve deployed can be deployed virtually, so there’s additional cost savings there too.”

More than 60 percent of the IT infrastructure at Simplot Australia’s corporate office has been virtualized, and the VMware/Intel based platform has been deployed at two remote offices as well as the company’s disaster recovery (DR) location. “Having VMware running at our DR site allows us to keep our critical servers running and up to date, so in the unlikely event of a disaster at our head office, we can switch over to these replicated machines at the DR site in a very short space of time,” says Price.

### RESULTS

- Reduce annual IT costs. “Our total on-going yearly saving is \$352,854,” says Price. “We expect this figure will only increase with power costs rising and more servers migrating across to our virtual platform.”
- Save \$133k per year in server hardware leasing costs from physical servers not required
- Save \$50k per year in server hardware leasing costs from migrated physical servers
- Save \$59,303 per year in power costs
- Save \$110,551 per year in cooling costs
- Strengthen DR capabilities. “Prior to having VMware, it would have taken us days—and, in some cases, weeks—to recover servers,” says Price. “Now it’s just a matter of minutes.”



vmware®



Building the Foundation of Virtualization