Customer Snapshot

"Any successful virtualization implementation requires both a hardware component and a software component for maximum effect; VMware and Intel provide that in spades with their solutions"

Bill Hill
*Senior Systems Engineer,
OIA Global Logistics*

HIGHLIGHTS

CHALLENGE

Move away from physical server environment for mission-critical business applications

SOLUTION

VMware® and Intel® are building the foundation for a virtual infrastructure that increases application performance and availability

VMWARE AND INTEL AT WORK

VMware® Infrastructure 3 Enterprise, featuring:

- VMware ESX™ Server 3.5 Update 4
  - IBM xSeries servers with Intel® Xeon® Processors (5100 Series) attached to SAN
- VMware VirtualCenter 2.5
- VMware VMotion™
- VMware Distributed Resource Scheduler (DRS)
- VMware High Availability (HA)

DEPLOYMENT ENVIRONMENT

- Guest operating systems: Windows Server 2008, Windows Server 2003, Windows XP, Windows 2000 Server, Windows NT, Ubuntu, Debian, Red Hat, Novell Netware

- Virtualized Applications: Informix, Oracle, SQL Server, CargoWise EDI Enterprise logistics software, Citrix PS 4.5, BEA WebLogic

VMWARE & INTEL PROVIDE BETTER RELIABILITY FOR CRITICAL SHIPPING APPLICATIONS

Founded in 1988 and based in Portland, Oregon, OIA Global Logistics (OIA) has successfully expanded from a traditional freight forwarder into a full service international logistics and supply chain management provider.

As a member of the larger Yoshida Group, OIA is responsible for providing IT services for a handful of other Yoshida businesses spread throughout Asia, Europe and North America . "Historically, these business units had understood a server to be a single piece of hardware with Windows or Linux running on it," says Bill Hill, senior systems engineer at OIA. "As a result, we had a data center full of underutilized servers that were taking up space."

VMware Infrastructure 3 running on Intel-powered hardware allowed OIA to successfully change that paradigm. "VMware had the most robust software offering in the virtualization space as far as feature set," says Hill. "On the hardware side, we have always demanded that any server hardware run Intel processors. We feel that Intel makes the best and most reliable x86 processors in the marketplace. Their innovation and history has made it both easy and logical for us to choose Intel over the other processor vendors for our virtualization efforts."

Hill adds: "We really believe that Intel and VMware will continue to lead the market in innovation—specifically, in performance, value-for-cost, and virtualization technologies. That bodes well for us as we continue to explore additional areas—like disaster recovery—where virtualization can benefit our organization."

RESULTS

- Increase application performance and stability. "After virtualizing one of our primary warehouse management applications with VMware, we saw extreme performance increases, and a major decrease in application issues," says Hill. "That's a testament to the processing power and reliability that Intel can bring to virtualized applications."

- Strengthen DR capabilities. "VMware and Intel are playing a major role in our disaster recovery strategies," says Hill. "The more machines we have virtualized on a VMware and Intel-based server platform, the easier it is to seamlessly fail over from one data center location to another one."

- Refresh hardware — and save money. "Using VMware technology to virtualize one of our applications and transfer it off of aging hardware and onto an Intel-based server saved the company between $47,000 - $97,000," says Hill. "That's what consultants would have charged to try to rebuild the heavily customized environment."

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Building the Foundation of Virtualization