SONICWALL ®

"We evaluate virtualization solutions on a quarterly basis to ensure that we are using the best technology possible to deliver the best services to our customers. We recently re-evaluated Hyper-V and XenServer. However, when we saw the new performance enhancements in vSphere 4 we knew we were right on track with VMware. With vSphere 4, not only will our SQL databases and other critical applications perform better, but we'll also benefit from added capabilities like Fault Tolerance and Thin Provisioning."

- Larry LaBas
  Director of IT Operations, SonicWALL, Inc.

KEY HIGHLIGHTS

Challenge
Control server sprawl and prepare for future business growth

Solution
Increase utilization of existing servers and build a scalable, high-performance infrastructure

VMWare at Work
VMware vSphere 4 Enterprise
• ESX
• vCenter
• Fault Tolerance
• vStorage Thin Provisioning
• VMotion
• Distributed Resource Scheduler (DRS)
• High Availability (HA)

Deployment environment
• Hardware: Dell 1955 blade servers with 32 GB Ram, EMC SAN (CX300, CX3-80 and CX4-240), EM RecoverPoint, Foundry ServerIron 850
• Guest operating systems: Windows, Linux
• Virtualized production applications: SQL, mySQL, Postfix database, MS Active Directory, SharePoint Team Services, Web servers (IIS, Apache, Tomcat, custom), cloud based email spam scanners, custom content generating systems, monitoring systems (SolarWinds), MS Terminal servers

SonicWALL, Inc.

SonicWALL, Inc., is a leader in the Unified Threat Management security industry, with solutions featuring high-performance, solid-state firewalls and VPN appliances with value-added security subscriptions such as anti-virus, intrusion prevention and anti-spyware for wired and wireless networks of all sizes.

In 2005, SonicWALL looked to virtualization as a solution to address server sprawl. Requiring a solution that would not only help the business better utilize its existing servers but also prepare it for future growth without sacrificing performance, SonicWALL selected VMware Infrastructure 3. "For us, availability and disaster recovery features are important, but performance capabilities are the ultimate decision maker because we depend on our infrastructure to deliver solutions to our customers. VMware offered performance levels we were looking for," says Larry LaBas, director of IT operations at SonicWALL.

Today, 95 percent of SonicWALL's customer facing server infrastructure is virtualized with one facility completely upgraded to VMware vSphere 4 and four other facilities to follow by December 2009. With the significant performance enhancements and new features included in vSphere, the company will continue to expand on its success with VMware virtualization.

Results

• **Consolidation:** "So far, we've achieved a 12:1 consolidation ratio but there's still room for growth. We plan to add more VMs to the existing server infrastructure to support business growth without the cost," says LaBas.

• **CapEx Savings:** "Thanks to our 12:1 consolidation ratio, we've avoided purchasing 102 Dell blade servers for a total cost savings of $459.000," says LaBas

• **High Availability:** "We leverage VMware HA and Fault Tolerance to ensure that our services are always available to customers, even during hardware failure," says LaBas.

• **Time Savings:** "It used to take us weeks to procure and provision a server. Now, we can provision servers in a few hours on the fly because we have extra capacity in our existing hardware," says LaBas.

• **Backup and Recovery:** "We simply backup virtual machine images from our production site to our disaster recovery site using Internet based VPN tunnels. Whenever necessary, we can quickly restore or provision a new virtual machine."

• **Increase Performance:** "We've always gotten great performance with VMware Infrastructure, but the performance enhancements that come with VMware vSphere are phenomenal," says LaBas.

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