

## Galaxy Business Solution Team saves millions on IT Infrastructure for a leading FMCG Company with VMware Virtualization

Customer Name: Confidential

Geography: India

Industry: FMCG



### Challenges:

As the production was increasing the requirement for Servers were also increasing. The major issue that the company was facing was of server provisioning. One application requires total three servers, one development server, one quality servers and one production server. As they need high availability, which creates cluster, they needed two servers for production. So in total 4 servers were required for one application. There were 45 application running so the amount of server and space requirement was huge. The cost of keeping these servers in Reliance Data center was also very huge. They were spending round Rs.300000/- per server per annum. Due to so many servers in datacenter, they have to hire many people for maintaining and thus, it increases the cost of maintenance as well. The company was facing many issues due to the physical infrastructure of server and costing of the space management. As the applications were increasing, requirement for servers were also increasing.

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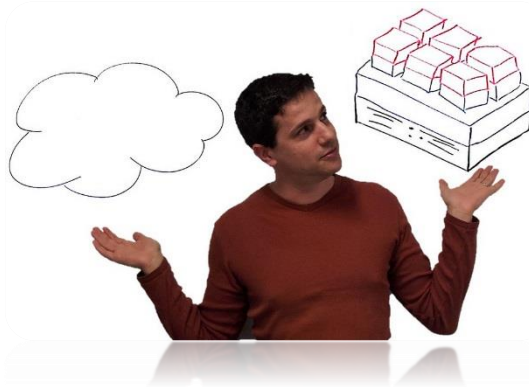
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### Solution:

When Galaxy approached them with VMware Virtualization solution, the company was very reluctant to go for virtualization due to their SAP (critical) application. They could not afford the downtime for any of the software. That is when Galaxy conducted a proof of concept for 1 month for company.

Galaxy provided one server for a month on which Galaxy installed Vsphere hypervisor. Galaxy did difficult to virtual for both Development and quality server for their one of the applications.

After difficult to virtual, next working day users started using an application without any knowledge of application being moved from physical server to a virtual machine. They getting the good results from one application, which the company had monitored for month. They finally realized that virtualisation would help them in saving lots of cost on server and OPEX without having any downtime issues.



The Company invested in VMware vSphere® with Operations Management™ and migrated to a virtualized data center to ensure the company's infrastructure was poised for growth. In doing so, the company recognized the flexibility and simplicity VMware provided in configuring the infrastructure to integrate with their existing technologies. It was a very simple implementation. It literally took a couple of minutes to get everything up and running and

we were able to see the single pane of glass within a few seconds. vSphere with Operations Management allows "After we decided to go with VMware, we looked at all of our hard servers and tried to narrow it down to which servers we were going to put where," described IT Head. "We decided to go with virtual servers for each one, and that really gave us the ability to be more agile. If we have a new applications coming on board, we can spin up a server for them in a matter of seconds." "Things have changed," said IT Manager of the company.

### Benefits:

**CapEx Savings:** By consolidating physical servers and reducing unnecessary infrastructure through virtualization, the company was able to realize over 60% savings in capital expenditures.

**Increase in capacity utilization:** Using vSphere with Operations Management, the company can now run applications at high service levels and maximize hardware savings through 40% higher capacity utilization and 50% higher consolidation ratios.

**Ability to scale proactively:** The company has seen more than 90% reduction in the time needed to integrate back-end systems, and the company can now better meet the demands of rapid growth by provisioning new virtual machines before they are needed.

**High Availability:** Applications were up all the time even if one of the servers had issues. The application is transferred to another server without any disturbance to user. This was in within minutes due to virtualization and thus users never faced downtime or lost any work due to server issues.

**Improved resource usage:** The Company has also improved resource usage. With virtualization, average server CPU usage has improved from about 15 percent to around 80 percent, ensuring the extracts maximum value from its hardware investments.