

Case Study



Preparing for the Virtual World

Client: Furley Page

Industry: Legal Sector

Partner: VMware and Dell EqualLogic

“The virtualisation assessment from ADA has provided us with complete piece of mind in making the move to a virtualised data centre.”

Simon Kimble
IT Manager

At a Glance

● Challenge

To assist non-technical decision makers at Furley Page to build a compelling business case for server virtualisation before substantial financial investment.

● Solution

ADA performed a Technical Virtualisation Assessment of Furley Page's existing infrastructure to assess its suitability for expansion.

● Results

- Fixed price, two week engagement
- Comprehensive Recommendations Report
- De-risk the transition to a Virtual Infrastructure Platform
- Strategic Blueprint
- Consolidation ratio of 8 physical to 1 virtual server
- Turnkey Solution Plan

Business Challenge

Given the documented success of virtualisation in supporting server consolidation, improving redundancy and reducing costs, leading law firm Furley Page was considering the benefits of server/storage virtualisation within its data centre. Virtualisation was seen as a strategic alternative to the traditional route of single server/single application combined with a tape based resilience solution.

However, in the current financial climate, all capital investments were receiving more scrutiny, with decisions being made at a higher level within the organisation. The IT Department at Furley Page needed to provide Furley Page's Partners with a clear benefit analysis which included well qualified technical recommendations and accurate project costs.

ADA's breadth of experience within the legal sector had not gone unnoticed at Furley Page. In particular, the IT Manager at Furley Page had heard about ADA's Virtualisation Assessment, the first phase of ADA's tried and tested methodology for successful virtualisation deployments. This would provide Furley Page's non-technical decision makers with the hard facts they needed before they could commit to a more significant investment.



ADA Solution

The ADA Virtualisation Assessment is designed to help organisations address the challenges they will face with deployments of virtualised infrastructure. From start to finish, the Analysis, Strategy & Design process typically takes between one to four weeks to complete, depending on the size of the organisation.

As a first step, ADA supplied and installed a data collection server into Furley Page's infrastructure. Deployed and installed by one of ADA's storage technicians, the data collection server monitored both regular system usage plus a specified 'busy' period.

ADA was able to monitor the server remotely during the collection period as the data collection server had its own IP address and administrative user account with full network and internet connectivity. With nothing being installed on the monitored servers, the data collection process was non-intrusive and provided zero disruptions. ADA required one week to capture the data and another week to analyse and produce the assessment / recommendations report.

Results

The virtualisation assessment report contained the following information:

1. Detailed Server Profiling (processor, memory, disk, networking metrics)
2. Analysis of IT challenges (focussing on how virtualisation could address them)
3. Functional requirements for virtualised infrastructure
4. Qualified technical solution, including:
 - Virtualised Server Architecture - current server consolidation ratios, server placement recommendations, expected utilisation
 - Virtualised Storage Architecture - considering performance and capacity, resilience and connectivity requirements
 - WAN recommendations – virtualisation is often implemented to provide a disaster recovery solution, with virtualised servers being replicated between production and disaster recovery sites. ADA analysed the rate of data change and made recommendations regarding WAN sizing in line with business requirements for systems availability

The Future

Further to Furley Page talking to ADA about the virtualisation options available in the market, it was decided that VMware and Dell Equallogic PS Series arrays offered the best value. ADA's range of payment over time options help firms like Furley Page to manage their IT investment over time. A budget has been secured for implementation in 2009 and the IT team at Furley Page are already assessing the merits of desktop virtualisation.

Next Steps

For further information about ADA's experience in the virtualisation workspace, please email enquiries@ada.co.uk, call us on 01444 232 000 or visit www.ada.co.uk



ADA is a VMware Enterprise Partner, with full Authorised Consultant accreditation. ADA is a highly capable provider of VMware professional services, having accumulated hundreds of virtualisation customers in recent years. ADA has extended its 'pay monthly' service portfolio to include VMware hosted infrastructure under the VMware Service Provider Programme.



VMware provides best-of-breed virtualisation solutions that meet customer needs and solve the most challenging customer problems. VMware delivers solutions that help businesses grow and innovate, while simplifying computing infrastructure and minimizing total cost of ownership (TCO).



Dell EqualLogic is a leading provider of iSCSI-based, all-inclusive storage area network (SAN) solutions that enable businesses, from Fortune 500 to small and mid-size organisations to realise the economic benefits of consolidated, self-managing storage.