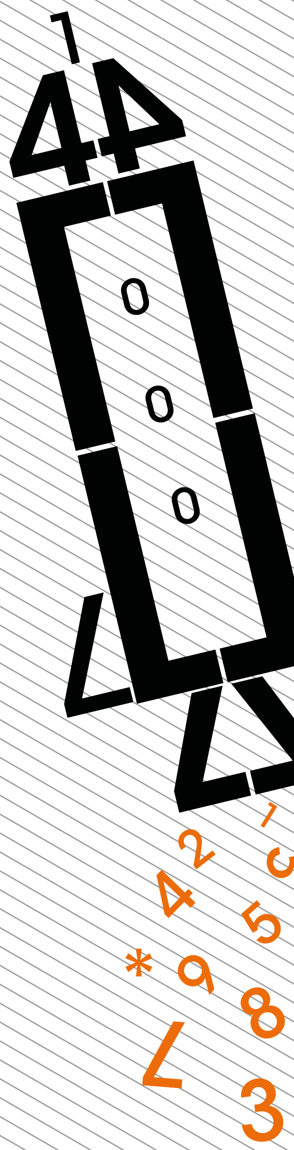

From physical to virtual

Reducing virtual costs

sumerian®
Forward Thinking

Client saves $2m on their virtualization program investment using Sumerian predictive analytics

The challenge

A leading outsource service provider with a large mix of different physical and virtual environments was incurring high management costs, getting low re-use of components and skills, and running out of physical space in its data-center. The supplier it was working with was proposing a high-density virtualization consolidation strategy using integrated stacks. Based on its "industry standard" calculation, it was recommending the purchase of four units, each with a price point in excess of $1m — so an investment of over $4m in total for our client.

Why Sumerian?

With such a large investment at stake, rather than just go ahead on this basis, the client wanted to validate the calculation. It wanted to understand the actual consolidation ratio required, achieving an optimal balance between cost and performance. It believed Sumerian's analytics would produce this more accurate calculation, based on analysis of its own data rather than just "industry standards".

Sumerian solution

Sumerian's first step was to use existing data from the client's current server estate to quantify existing utilization levels and create a baseline resource utilization profile.

This baseline showed that overall utilization across the estate was less than 15%, even when assessed at the 75th percentile (i.e. servers spent 75% of their time at less than 15% utilization).

Sumerian then used its predictive analytics capability to model potential consolidation scenarios, based on the proposed target architecture and business rules. For each scenario analyzed, our models predicted the utilization profiles of the target environment — i.e. the percentage of time that servers would spend at varying levels of utilization. This enabled the client to fully understand the trade-off between risk (the likelihood that a server is starved of resources) and benefit (the savings from higher consolidation ratios) across the different consolidation scenarios.

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The analytics conducted established that the achievable consolidation ratio at an acceptable level of risk was actually double the supplier's recommendation. So only two units were required rather than four.

Outcome and results

With results delivered in less than six weeks, Sumerian's data driven quantification provided the client with the verifiable evidence it needed to de-risk the consolidation ratio decision, and save over $2m of investment — halving the cost of the virtualization program.

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More information

To find out more about our client stories, just give us a call on 0131 226 9300, drop an email to sarah@sumerian.com or visit our website at www.sumerian.com

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