



YOREL SUCCESS STORY: CONSOLIDATION CURE

Summary: A utility company was beset with an unmanageable assortment of servers, outdated technology, and finger-pointing vendors. Yorel's server consolidation was the perfect remedy, netting the customer \$1.5 million in projected ROI savings.

The Challenge: Overcoming Server Sprawl

Call it techno-sclerosis. This all-too common disease afflicting IT departments results from years of buying from multiple vendors and from piecemeal fixes. Companies end up with IT systems so convoluted that they are almost dysfunctional. And trying to get post-sales support can be maddening.

That was the predicament of a large, multi-state utility company in the Mid-Atlantic region. Its unmanageable hodgepodge of servers, in addition to the growing obsolescence of its technology, was affecting the adaptability and availability of its applications. The untenable situation was impacting the company's business operations and ultimately its bottom line.

Making matters worse, whenever the IT department needed support, it had to call many vendors. "They had HP, they had Dell, they had Microsoft, they had Citrix, they had VMware, and so they had five or six different phone calls to make anytime they had a problem," said Todd Barnett, Services Principal at Yorel. It was a recipe for guaranteed frustration. "Nothing ever got resolved because all the vendors pointed fingers at everyone else."

Curing the company's ailments necessitated a massive server consolidation. The IT department needed to slash expenses and boost performance by bringing together its applications into a single environment for ease of operability and maintenance. That's when they called the specialists at Yorel.

The Solution: Strategic Consolidation

The Yorel team wasted no time in performing major surgery. Its engineers worked closely with the customer to determine which servers were candidates for consolidation. Of 104 servers, 94 were targeted. The chosen servers were monitored for a week. After analyzing the collected data and thoroughly understanding the customer's requirements, Yorel consolidated the 94 servers into merely six.

The customer's recovery was swift. Among the benefits,

- The highly scalable VMware/IBM solution enabled the IT department to add server capacity in minutes, whereas it previously required several weeks to order and install extra servers. In accordance with IBM's On-Demand Strategy, now the customer can partition an eight-way server as often as it likes, getting extra memory or CPU upgrades literally on demand.
- With the new platform, the company can now manage more applications with far fewer people. And it did away with the high overhead cost of managing many separate servers.
- Rather than dealing with a bewildering assortment of vendors, the company now has a single point of contact – Yorel.

Reaping the Benefits: \$1.5 million in ROI Savings

Yorel strongly emphasizes customer-focused solutions; the business success of the customer is always its central focus. In accordance with this, the new solution resulted in projected ROI savings of about \$1.5 million over three years.

Yorel yet again proved its ability to identify a company's unique needs and administer the right cure. The utility company can now make better use of its IT resources with almost zero downtime. It sharpened its competitive edge. And it can be confident that Yorel's solution will help it be more profitable, better serve its customers, and run a healthier overall business.

There's integrity inside the circle.



Yorel Integrated Solutions, Inc.