

A Matrix Integration, VMware, and HP An IT Consolidation Success Story



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IT Consolidation and Mission Critical
Success Story

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Industry: Manufacturing

“I was not initially considering a virtualization solution but Matrix Integration did the analysis that proved the cost of HP ProLiant Servers plus VMware software was better than any alternative, meeting all my needs.”

John Pittman, IT Manager
– Mulzer Crush Stone Corporation

Solution At A Glance

Hardware

- 3 HP ProLiant DL385s Servers

Software

- Windows
- VMware ESX 3.5
- 30 SQL Server databases
- MS Exchange
- WiredContact, a web based CSR
- Terminal Services
- JWS- an integrated sales and back office software

Services

- HP Care Pack Services

Mulzer Crushed Stone Corporation Reduces Recovery Time From Three Days to 30 Minutes!

Company Overview

Headquartered in Tell City, Indiana, Mulzer Crush Stone Inc. delivers thousands of tons of state-approved crushed stone for "driveways to highways" construction projects throughout the market area. Quarries at Temple, lower, Charlestown, Cape Sandy, Abydel, and New Amsterdam have the capacity to fulfill large contracts today and well into the 21st century.

Trends

- Growing number of servers and increased storage capacity required for the many applications that must run on separate servers due to differing operating systems.
- Moving to virtualization to reduce server sprawl and save on system maintenance costs.

Challenges

- Significant growth in number of applications and dependency on IT infrastructure for day to day operations.
- Outgrowing existing IT server and storage capabilities and capacity.
- Need to lessen recovery time from 2 to 3 days to within hours.
- Forced to replace Gateway servers when Gateway warranties were sold to MPC. MPC filed for Chapter 11 bankruptcy leaving Mulzer with servers running mission critical applications and no support.

Approach

- Considered multiple servers and SQL clustering. Explored alternatives with Matrix Integration who identified an optimum solution in virtualization technology and HP servers.
- Worked with Matrix Integration who set up a site visit for a customer running a similar solution.
- Replaced 15 X86 servers including newer Gateway servers with three HP ProLiant Servers.
- Integrated VMware with HP ProLiant servers.

Benefits

- Easy integration of VMware virtualization software.
- Able to now have a test environment for software application deployment realizing a 25% increase in software engineer productivity.
- SQL databases can now be recovered in 30 minutes.
- 200%+ increase in user query response time.
- Lower maintenance costs due to consolidation of 15 servers to three.