



SPFM Goes Virtual

Virtualization solution creates greater flexibility while reducing costs

A world-market distributor of healthcare and medical goods, and food products, SPFM LP was faced with high growth, but limited resources and a small IT budget. SPFM teamed with Catapult to find a solution that could meet current and future business needs.

Currently growing at a rate of 25% a year, SPFM has three warehouses in San Antonio, with plans to build another. Burdened with a network that has been unable to handle the capacity, SPFM has been focused on replacing their network from the ground up. The introduction of Windows Server 2008 bundled with virtualization offered some new options for SPFM to consider.

The benefits of virtualization for SPFM were clear. By utilizing virtualization they could significantly reduce cost by consolidating hardware, using less energy and maximizing IT data center space. Catapult worked with SPFM to assess the available virtualization technology options, determining that Microsoft's Hyper-V was the right choice to meet SPFM's needs as it was non-disruptive and allowed them to begin using it immediately.

With the technology on board Catapult worked with SPFM to develop and execute an implementation game plan, leveraging Catapult's

Hyper-V and Windows Server expertise. Catapult worked with SPFM IT to build the first virtual servers and train them on the system.

Implementation

- Installed two Hyper-V Host servers.
- Installed Virtual Machine Manager..
- Installed multiple guest virtual machines including Web, Terminal Server and Application Servers, Systems Center Configuration Manager and Operations Manager.
- Performed physical to virtual (P2V) migration of SQL Server 2005 system, now a hosted virtual machine.

Results

- Realized immediate cost savings: installation of Hyper-V and VMM enabled SPFM to implement five new Windows systems almost immediately for the cost of only two.

- Ability to quickly implement new servers without purchasing new hardware or planning for new physical resources.
- More flexibility when planning for new systems.
- Faster deployment and provisioning: new system implementation was reduced from hours to minutes.
- Greater system reliability with less management.
- Lower power and utility costs.

Looking Forward

With the success of this first implementation SPFM plans to continue virtualizing their environment to further enable redundancy and back-up. Future plans include host clustering and connecting to iSCSI storage. Longer term SPFM envisions virtualizing all of their PCs, which will bring additional hardware and time cost savings.