Managed Services Provider Reduces Total Cost of Ownership

Open Line Managed Services accelerates deployment of Cisco Unified Computing System to rapidly reap benefits.

CISCO

Case Study

Customer Name: Open Line Managed Services
Industry: Information Technology
Location: Maastricht, The Netherlands

Challenge:
- Deploy new server environment quickly
- Reduce total cost of infrastructure ownership
- Reduce number of physical servers to manage

Solution:
- Cisco Unified Computing Accelerated Deployment service
- Cisco UCS B-Series Blade Servers with B250 blades
- Cisco UCS 6100 Series Fabric Interconnect

Results:
- Deployed first data center server infrastructure within few weeks and second data center in two days
- Greatly simplified management
- Gained energy efficiency to reduce operation costs

Challenge

Open Line Managed Services provides hosted and managed services to customers primarily in the local government and healthcare markets. Its customers rely on the company to manage and deliver a range of Microsoft Windows-based applications used for running their organizations. As a Cisco Premier Partner, Open Line also provides valuable infrastructure consulting services to customers.

Until recently, Open Line's data center server environment was built on approximately 50 physical servers and 300 virtual servers using VMware software. Minimizing total cost of ownership for its environment is critical to a

service provider's profitability. As customers' needs demanded more server resources, Open Line found that it became more costly and complex to procure, maintain, and manage a growing number of servers. In addition, electricity costs to power and cool the physical infrastructure increased as the infrastructure grew.

"Our previous server infrastructure limited our ability to control energy and management costs," says Jo Verstappen, sales director for Open Line. "We began looking for server solutions that would enable us to reduce the number of physical servers we must manage, as well as lower our power and cooling costs. That led us to evaluate the Cisco Unified Computing System."

Solution

Open Line chose the Cisco UCS Unified Computing System™ (UCS™) to replace its previous server infrastructure and used Cisco Services and the Cisco® Unified Computing Accelerated Deployment service to implement the new solution in its data center. The Unified Computing Accelerated Deployment service is a fixed-price, limited engagement that is designed to bring the new Cisco UCS platform into production within four weeks.

Cisco Services worked with the Open Line team to validate system design and to support installation, baseline configuration, and inter-system connectivity in

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Open Line's data center. Within days, they had deployed Cisco UCS 5108 Blade Server Chassis and B-250 Blade Servers, Cisco UCS 6100 Series Fabric Interconnect, and Cisco UCS 2100 Series Fabric Extender modules. An onsite Knowledge Transfer Workshop enabled the Open Line IT team to quickly become familiar with the new Cisco UCS platform. The engagement also provided Open Line with documentation of recommended next steps, an architectural design, and a runbook to scale the implementation throughout its environment.

Results

The Cisco UCS platform has given Open Line great scalability and power efficiency. The team achieved its server reduction goals, going from approximately 50 physical servers to 8 within the four-week project timeframe. With insight gained from the Cisco UCS Accelerated Deployment Service, the Open Line team easily scaled its environment and deployed Cisco UCS systems in a second data center in just two days.

Today, Open Line's customers have the flexibility to manage their own virtual machines or their own storage through a portal, freeing Open Line staff for other projects. The company also reduced its cabling significantly, increasing management efficiency and reducing energy consumption.

"The Cisco UCS platform enables us to manage the entire infrastructure from a single pane and greatly simplifies server provisioning and management," says Verstappen. "We never stop looking for ways to reduce cost of ownership, and the Cisco UCS platform has enabled us to make great improvements."

Open Line is also becoming a Cisco Authorized Technology Partner (ATP) for the Cisco Unified Computing System. This certification will enable the company to provide its customers with sales, services, and support for their own Cisco UCS solutions.

Product List

Data Center Solutions

- Cisco UCS B-Series Blade Servers with B250 blades
- Cisco UCS 6100 Series Fabric Interconnect
- Cisco UCS 2100 Series Fabric Extender modules

Services

- Cisco Unified Computing Accelerated Deployment Service

For More Information

To find out more about Cisco Services, visit: www.cisco.com/go/services.

To find out more about Cisco Unified Computing System, visit: www.cisco.com/go/unifiedcomputing.

To learn more about Open Line Managed Services, visit www.openline.nl.