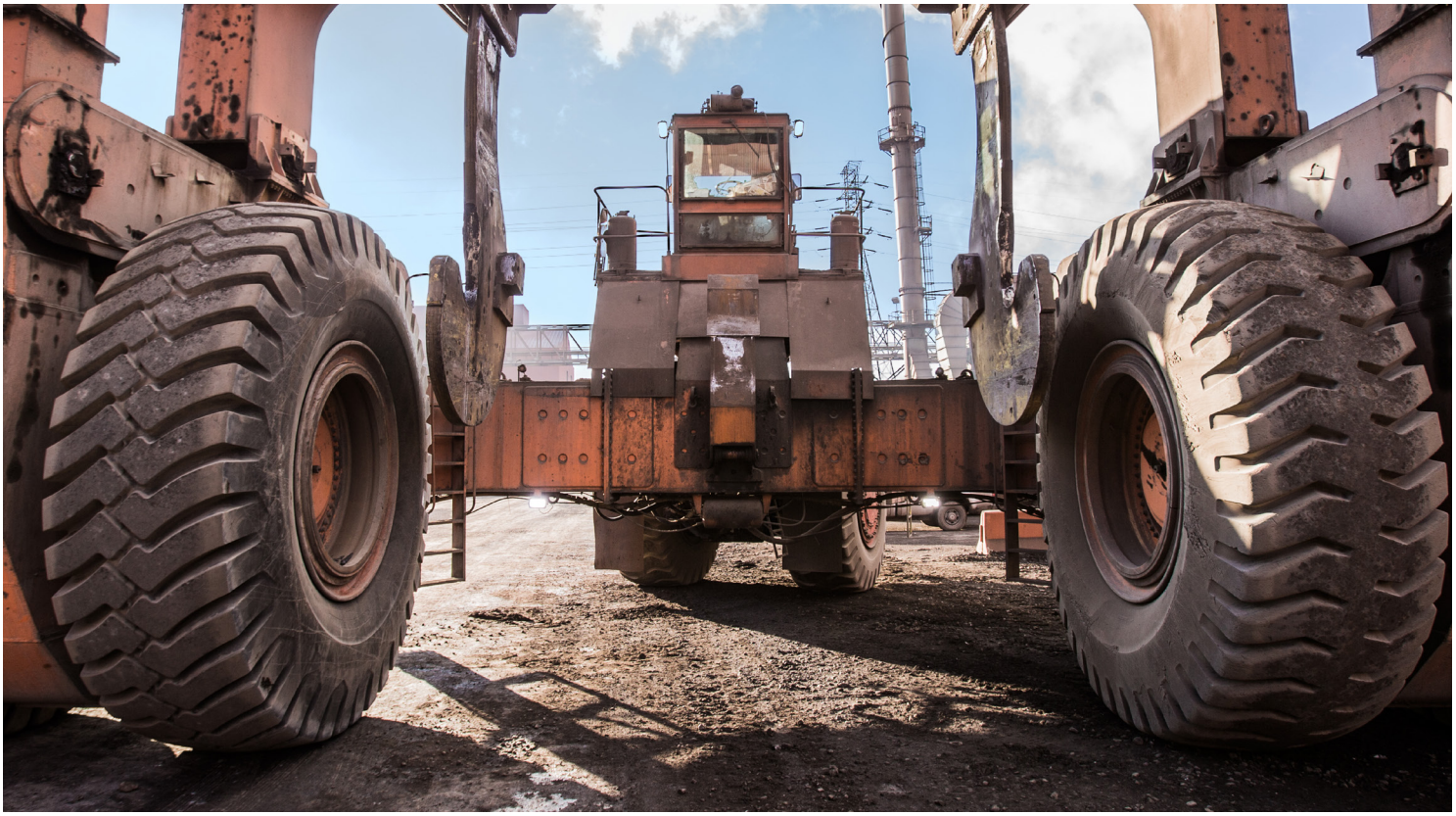
Unleashing IT, Microsoft Edition

Volume 4, Issue 1

Addressing application growth

Cisco and Intel® partnering in innovation



How authorized Caterpillar dealer Fabick Cat has improved the performance and scalability of its infrastructure.

New applications place additional strain on network and server resources, and often demand extra storage capacity. For Fabick Cat, an authorized dealer of Caterpillar construction equipment, the company's projected I/O requirements for new applications were more than triple its existing capabilities.

"We approached the problem holistically," says Bob Lambrecht, director of IT at Fabick Cat. "Rather than just replacing our servers and adding another storage device, we needed to look at everything from servers to storage to switches to the network and carry out a cost-effective upgrade that would benefit the business."

After a rigorous evaluation and procurement effort, Fabick Cat overhauled its entire IT environment using EMC® VSPEX™ Proven Infrastructure, which includes:

- EMC VNX® unified storage
- Intel® Xeon® processor-based Cisco Unified Computing System™ (Cisco UCS®)
- Cisco® network backbone
- Microsoft Hyper-V Server virtualization

BETTER FLEXIBILITY, SCALABILITY, AND PERFORMANCE

"We chose VSPEX over the competition because it was up to 30 percent more cost effective than its nearest competitor," says Lambrecht. "It is the right size for our mid-sized company, yet allows us to grow easily."

- A key factor for Fabick Cat's choice of the EMC VSPEX solution was its easy scalability and flexibility.
- Based on its needs, the company can add additional servers, provision new virtual machines (VMs), or add flash or high-capacity disk to VNX with ease.

"If we need more horsepower, we buy it in the form of blades. If we need more storage, we just get the right type based on speed or capacity. That's a big change in flexibility. We have already added 20 terabytes since our initial implementation," notes Lambrecht.

The VSPEX infrastructure is also providing real benefits for Fabick Cat's Microsoft deployments.

"Our Microsoft applications and databases are critical to our business," Lambrecht explains. "We can't operate without them. Using VSPEX, we have lowered the cost of ownership by consolidating multiple Microsoft environments,

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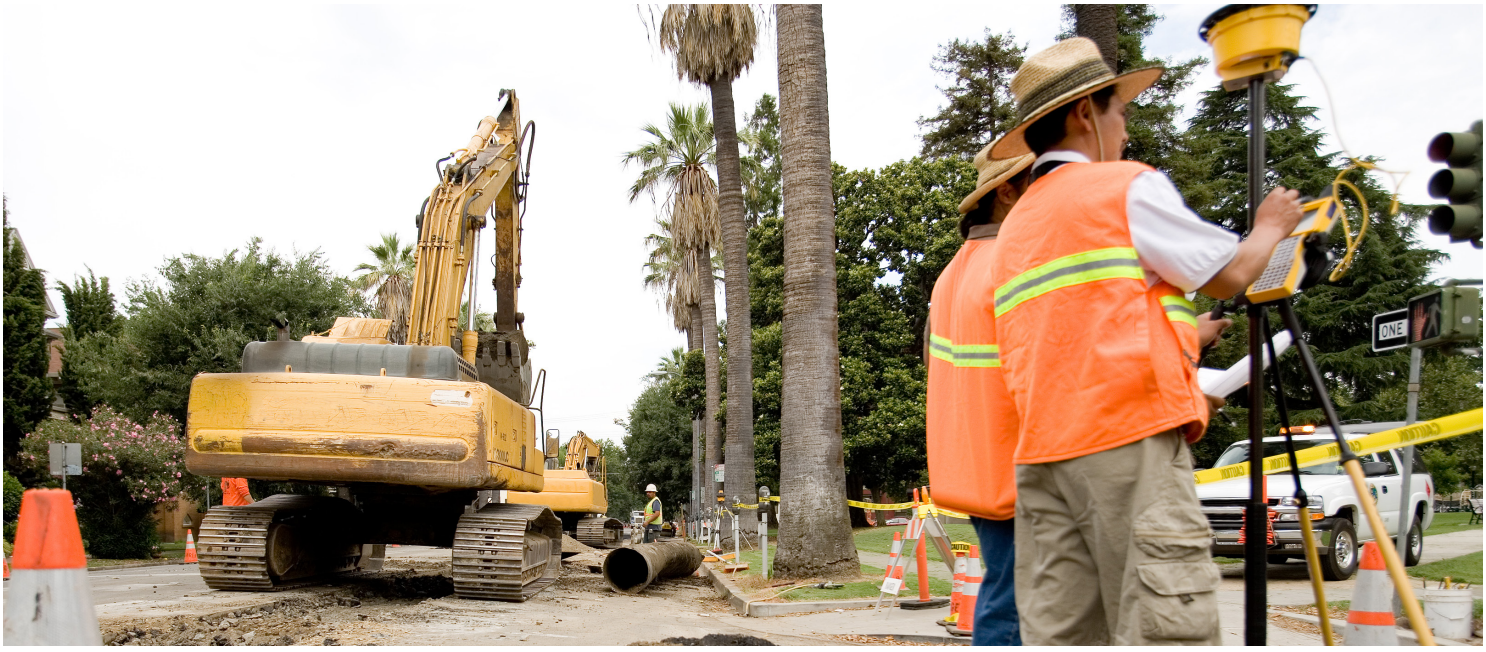
while also greatly enhancing our scalability and I/O performance."

Most importantly, the new infrastructure has enabled Fabick Cat's IT department to focus less on systems integration and more on new applications that deliver value to the business.

"I believe purchasing integrated systems from a particular provider adds more value than buying the solutions separately and having to integrate them yourself," says Lambrecht. "This platform has been fantastic for us. We can tune it based on our needs and get it at the best total cost. We couldn't do that before."

LEARN MORE

According to Bob Lambrecht, director of IT at Fabick Cat, "The VSPEX Proven Infrastructure allows us to spend more time generating efficiencies and building new capabilities to help our customers." Get the full case study from the Microsoft Virtualization and Management Solutions resource page on UnleashingIT.com.



This article first appeared in *Unleashing IT* Volume 4, Issue 1, and online at **www.unleashingit.com**, available after subscribing at **www.unleashingit.com/LogIn.aspx**.