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A Virtualization Success Story



Are you trying to extend a virtualization initiative? Looking for a way to gain the confidence that you—and management—need to virtualize a particular line of business (LOB) application? Well, Xangati has a real-world virtualization success story about a company—**that went from 60 to 98 percent virtualized in less than 3 months flat**—that might be of interest to you.

Resources for Human Development (RHD) is a national non-profit with 4,500 employees. Ahead of the times for most non-profits of its type, RHD embraced the concept of virtualization while still in its infancy—understanding the need for both heightened infrastructure insights and easy-to-use management functionality.

RHD started its server virtualization project independently, but the challenges began at around 60 percent completion—when the company basically hit a wall. Endre Walls, RHD's CTO, knew that he needed a more comprehensive management solution in order to break the stall.

In looking for a solution, Walls attended a local VMware user group meeting, where he was able to look at a handful of potential management solutions, including Solarwinds, which RHD found too difficult to use; vKernel, which fell short in terms of functionality; and Xangati, which blew the competition away in terms of its overall ease-of-use, attractive and intuitive GUI, comprehensive 360-degree and deep-dive insights, and sheer breadth of features. Also significantly, Xangati gave RHD the real-time metrics that the company needed to migrate its sophisticated multi-tier applications, including payroll and medical billing, to the virtualized infrastructure.

With the Xangati implementation, RHD has achieved 98 percent virtualization in less than one quarter, largely due to the confidence that the Xangati solution provided them in knowing exactly what it could do within the infrastructure. It has also helped them become a more efficient organization overall, which is clearly priceless for a non-profit.

Plus, the business insight that RHD now has—through our technology giving it a huge technical differentiation—is a major competitive advantage as well. As Walls described it, “Xangati is giving us everything we need and more.”

Like many other organizations, RHD is now looking at implementing a mobile VDI deployment. The company has identified almost 400 social workers to use 3G tablets (iPad, LG Slate, Motorola Xoom) to fill out case files in a secure and HIPAA compliant manner.

Success stories—like the one at RHD—give us a lot of satisfaction at Xangati. They make us feel like we're making a difference not only from a business perspective but also for the end users that keep all the wheels turning. By ensuring system performance, we can make sure that users have access to all the data that they need to work effectively and productively.

Interested in hearing more? Please [contact us](#). We'd love to take a look at your infrastructure and see how we can help.