

# Dining Services Specialist Feasts on *Unexpected* Virtualization Cost Savings

*an intellinet case study*

## **about intellinet corporation**

Intellinet is a professional, information technology (IT) services firm dedicated to helping executives succeed in maximizing the business value of IT by providing solutions that ensure business continuity, lower operating costs, generate revenue opportunities, and enable staff. As trusted advisors, Intellinet provides exceptional Microsoft technology solutions with project delivery in the areas of application development & information worker, business intelligence & data management, and core infrastructure & systems management. Since 1993, Intellinet has been driven by one simple idea: Promises Kept®. That means Intellinet keeps its promises to clients and as a result, strives to earn complete client satisfaction and loyalty. Client endorsements of project successes have won the company Gold Certified recognition by Microsoft in nine IT competencies as well as numerous industry awards and acknowledgements. For more information, contact [info@intellinet.com](mailto:info@intellinet.com) or visit us on the web at [www.intellinet.com](http://www.intellinet.com).

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## **fast facts**

### *challenges*

- › Needed to find the most cost-effective virtualization solution
  - › Wanted to differentiate between VMware ESX and Microsoft HyperV
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### *solution*

- › Partnered with Intellinet to evaluate existing infrastructure investments
  - › Chose Microsoft HyperV as a powerful, cost-effective virtualization solution
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### *benefits*

- › Saved tens of thousands of dollars on unnecessary server products and licenses
- › Reaped true cost savings from reduced hardware, maintenance, and power and cooling costs
- › Leveraged eight to 16 free Microsoft Windows Server 2008 licenses

## **Microsoft Hyper-V or VMware ESX?**

As competition among the leading virtualization vendors intensifies and demand for the technology escalates, technology executives are challenged with answering this question as they are caught up in a whirlwind of mixed marketing messages. One company promises to deliver on a higher level of performance, while the other pledges to provide a more economical solution, and both boast of massive return on investment in the shortest timeframe.

So, how does one cut through the commotion and decide which virtualization vendor really is the better option for their organization?

For a dining services firm dedicated exclusively to providing food, nutrition and dining services to the healthcare and senior living markets, the choice was between two products that were virtually identical in performance and long-term ROI. The company had already invested substantially in VMware, so initially it made the most sense to continue using VMware for additional virtualization needs.

However, after reviewing the company's overall infrastructure with Intellinet—including technology investments the company made outside of virtualization—they found that they would have paid tens of thousands of dollars on VMware server products and licenses they did not need.

Ultimately, the company decided to leverage eight to 16 free Microsoft Windows Server 2008 licenses including Hyper-V.

Like most customers, the prospect of massive cost savings associated with VMware ESX—including hardware costs, maintenance costs, and power and cooling costs—is very exciting. However, additional expenses related to purchasing premium ESX Server licenses can considerably eat into expected cost savings.

The key to making the best decision is understanding what you have, what you need, and what can truly help your company do more with less to reap to most cost savings.