

GLOBAL MANUFACTURER REDUCES LICENSING FOOTPRINT AND INFRASTRUCTURE COSTS BY 40% BY MIGRATING TO AZURE

Industry

Manufacturing

About the Customer

This global company manufactures and services fluid motion-control solutions for the world's toughest, most critical applications. To help solve the biggest flow-control challenges, customers worldwide rely on its product lines, engineering, project management, and service expertise.

Through an unmatched combination of products, engineering, and aftermarket services, this company helps customers achieve tangible business results — lower operating costs, optimized performance, prolonged equipment life, mitigated risks, and higher productivity.

Customer Challenges

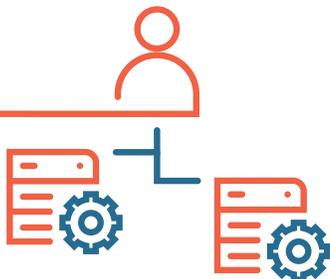
This global manufacturer's data center contract was expiring in early 2019, and they had old hardware that needed a refresh — storage, database servers, hypervisor hosts, and other technology. They also needed to reduce the number of infrastructure licenses (Solaris & VMWare) since the company leadership was mandating a reduction of the overall IT spend.

The company had no proper disaster recovery (DR) strategy, and their DR testing involved tens of thousands of expenditures, which was also failing. Lastly, their database version support was nearing an end, and they needed a new solution up and running in less than eight months at the time of budget planning.

Data Intensity Solution

Data Intensity, alongside a trusted partner, educated the customer on the benefits of Azure and the multiple DR options the solution has to offer. The cloud real estate at the customer's end was reviewed, and preference was given to the customer's cloud-lean.

This global manufacturer already had many workloads running on Azure as well as an EBS DR instance on the same, so they were able to benefit from other Azure features and products such as the Azure Load Balancer and Azure Site Recovery in the solution to reduce the overall cost. Data Intensity also helped the client utilize the Azure HA options to compensate for Oracle RAC, whose licenses were eliminated.



The Data Intensity Difference

Industry Validation

Third-party independence with high visibility and analysis

Comprehensive Approach

360-degree view of the technology configuration, performance, security, scalability

Real-World Experience

Deep and wide technology expertise – 2,800+ technical certifications across 10 primary technology domains over two decades of designing, implementing, and supporting full-stack enterprise application solutions

Benefits

This global manufacturer was able to eliminate their data center and the associated contracts and assets in London and Manchester. They also eliminated many technologies and support contracts, including Oracle Solaris OS, Oracle M5000, Dell servers, Commvault, EMC storage, VMWare, and Data Domain.

One essential customer requirement was to keep the data in the UK. Since Azure had two data centers in that country, they could benefit by using them for primary and disaster recovery. They were also able to reduce their Oracle licensing footprint costs by 40% by eliminating Oracle RAC.

The company now benefits from having one Managed Services Provider for all their IT infrastructure — Azure CSP and Azure Managed Services up to the OS layer. Plus, they've migrated their Windows servers and SQL Server instances to Azure.

40%
Reduction in
Licensing Footprint
and Costs



About Us

Data Intensity is a Global Oracle Platinum and Microsoft Gold Partner with more than 20 years of experience managing Oracle workloads both on-premise and in the cloud (public and private). Data Intensity delivers a follow-the-sun 24 x 7 reactive and proactive managed services support focused on providing business value. A progressive organization achieving results through advanced innovation, Data Intensity forges vendor partnerships that ensure we're at the forefront of cloud technology evolution, enabling your business to remain competitive through technological innovation.

Data Intensity is the largest independent multi-cloud services provider focused on managing mission-critical applications and services in a hybrid cloud world. Our purpose-built solutions and services focus on the life-cycle design, implementation, support, and operation of technologies and platforms that power our customers' business processes. Customers choose Data Intensity because we allow them to focus on their critical business needs while we focus on their applications and multi-cloud investments.

ORACLE Platinum Partner

Microsoft Partner



Gold Cloud Platform
Gold Application Development
Gold Data Analytics
Gold Data Platform
Gold Datacenter
Silver Security

- + Data Intensity is a Microsoft Certified Partner in Data Platforms and Data Center.
- + Data Intensity supports thousands of databases, including 5,000+ global SQL Server instances.



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