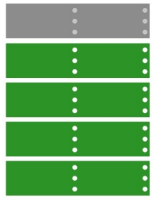


# CHRISTOPHERSON BUSINESS TRAVEL AUTOMATES FOR COMPLETE CONTROL WITH TURBONOMIC



Increased Resource Utilization

+



Avoided Unnecessary Hardware Spend

=



Autonomic Performance for Critical Applications

**CHRISTOPHERSON**  
BUSINESS TRAVEL

## COMPANY

**Christopherson Business Travel**

[www.cbtravel.com](http://www.cbtravel.com)

## CHALLENGES

- *Inability to guarantee performance of mission-critical applications in rapidly expanding virtual environment with existing tools*
- *Disruption of virtualized workloads due to resource contention and system congestion*
- *Inefficient use of virtual and human resources*

## TURBONOMIC SOLUTION

- *Turbonomic intelligently and automatically senses changes to application demand and adjusts infrastructure supply in real-time to improve utilization and ensure service delivery*

## SITUATION

Founded in 1953, Christopherson Business Travel is now the 11th largest travel management company in the United States. Headquartered in Salt Lake City, it has four additional full-service locations in Denver, San Francisco, Birmingham and Montgomery, and 35 client-dedicated on-site locations. Christopherson's 350 travel professionals provide travel services to more than 900 companies and organizations across the country each year.

Marc Beale is a Systems Administrator for Christopherson. Beale leverages VMware vSphere® 5.5™ across his currently 50% virtualized environment, as well as EMC® VNX® storage and IBM® blade servers.

As the company expanded, Beale looked to add additional hosts to keep up with demand. With growth came complexity, and a need for control. "We started looking for ways to optimize and get a handle on what we could do with what we had," said Beale. "Some tools came with our existing licensing but they were just adding to the alerts we received without providing a solution."

"Automating actions has made our application problems go away."

– Marc Beale, Systems Administrator

Beale deployed Turbonomic, and almost immediately freed up nearly 4TB on his SAN through executing the actionable recommendations. Soon after, Beale was fully automating all vMotions.

"I went from preparing to buy two more hosts to being able to improve our VM density so much so that I could run things on existing hardware without impacting our performance," said Beale. "I'm even able to use one of our existing hosts for failover."

# CHRISTOPHERSON BUSINESS TRAVEL AUTOMATES FOR COMPLETE CONTROL WITH TURBONOMIC

With Turbonomic storage integration, Beale extended the real-time control to his VNX array. "Instead of just looking at the storage or the LUNs as a generic or attached disk, we can actually get information from the storage controller to identify latency and bottlenecks," said Beale. "We are able to prevent issues from causing latency in our data center, in general things are running much faster now."

"I haven't received any end-user tickets since deploying Turbonomic," said Beale. "We used to hear that SQL, Exchange or even backup was running slowly. Automating actions has made all those problems just go away."

## VDI DEPLOYMENT

Since deploying Turbonomic, Beale has been working to increase the virtual footprint of Christopherson's environment. "We are currently 50% virtualized, but 100% is the goal," said Beale. "Turbonomic has been very useful during this process, allowing us to project resource needs, and showing us how far we can push our existing hardware."

## RESULTS

- *Autonomic platform drives real time performance across a diverse environment*
- *Increased utilization of infrastructure resources*
- *Achieved increased VM density*
- *Reduced time spent monitoring and manually resolving issues*
- *Avoided purchase of unnecessary hardware and software licenses*
- *Improved team productivity*

"I probably work four or five hours less because I have Turbonomic. This would have been extra time spent firefighting and responding to alerts. Now we are working on new projects, being proactive and working towards getting our whole environment virtualized."

- Marc Beale, Systems Administrator, Christopherson Business Travel

## ABOUT TURBONOMIC

Turbonomic delivers an autonomic platform where virtual and cloud environments self-manage in real-time to assure application performance. Turbonomic's patented decision engine dynamically analyzes application demand and allocates shared resources to maintain a continuous state of application health.

Launched in 2010, Turbonomic is one of the fastest growing technology companies in the virtualization and cloud space. Turbonomic's autonomic platform is trusted by thousands of enterprises to accelerate their adoption of virtual, cloud, and container deployments for all mission critical applications.