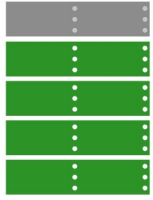


HATCO CORP'S SMALL IT SHOP ASSURES VDI PERFORMANCE, GROWS EFFICIENTLY, SAVES THOUSANDS WITH TURBONOMIC



Improved Resource Utilization



Increased Team Confidence



Control Over Complex Virtual Environment



SITUATION

Hatco Corporation is a Milwaukee, Wisconsin-based, employee-owned company that for over 60 years has been a leader in the design, production, and servicing of industrial kitchen appliances.

Systems Administrator Aaron Bolthouse remotely administers four data centers: two factories in Wisconsin and China, a sales office in Hong Kong, and Hatco's corporate headquarters in Milwaukee. 80% of Hatco's systems are virtualized; all tie in to a single vCenter.

Bolthouse is looking to scale Hatco's VDI environment beyond 200 seats, but has no way of accurately projecting the resource capacity required to deliver this scale. Furthermore, his production cluster has what Bolthouse calls "VM sprawl" – runaway VMs which may (or may not) be necessary – each with allocated resources, each adding undue noise and complexity to the environment.

Managing facilities across the globe, Bolthouse is frequently summoned in the middle of the night to troubleshoot performance issues or outages in one of Hatco's remote locations. Leveraging vCenter Operations Manager, Bolthouse knows what behavior is deemed "normal" for his environment – but this does not remediate performance issues in the moment – nor is it necessarily healthy in the first place.

Seeking to remedy Hatco's performance problems and efficiently plan for growth, Bolthouse seeks a new solution.

"Before Turbonomic, when I wanted to do capacity planning, it was pretty much a guessing game."

– Aaron Bolthouse, Systems Administrator

COMPANY

Hatco Corporation

www.hatcocorp.com

CHALLENGES

- *Inability to guarantee performance of mission-critical applications in rapidly expanding virtual environment with existing tools*
- *Inconsistent Quality of Service (QoS) and disruption of virtualized workloads*
- *Inefficient use of virtual and human resources*
- *Inability to plan for future capacity needs and VDI deployment*
- *Difficulty gaining value from existing tools*

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*

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Turbonomic safely increased Hatco's VM density by more than 60%, and automated the sizing and placement decisions required to responsibly maintain this rate. It recommended resource reclamation actions from dormant VMs, and within weeks, Hatco attained complete return on investment through workload consolidation and hardware deferment – enabled by Turbonomic's real-time planning capabilities.

Leveraging What-If capacity planning scenarios in Turbonomic, Hatco never purchases – or licenses – a piece of hardware that it doesn't need.

RESULTS

- *Autonomic platform drives real time performance across a diverse environment*
- *Increased utilization by more than 60% through accepting recommendations for optimal allocation of resources*
- *Increased IT staff productivity by more than 40%*
- *Realized return on investment in less than 3 weeks*

"We have been able to plan for our VDI rollout by determining when we would run out of resources and what types of purchases needed to be made to continue."

- Aaron Bolthouse, Systems Administrator, Hatco Corporation

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.