Mary Washington Healthcare Saves $180,000 on Day One with Turbonomic

Maximized Utilization of Infrastructure

Assured Application Performance

Control Over Complex Virtual Environment

Mary Washington Healthcare

SITUATION

Mary Washington Healthcare is a non-profit regional healthcare system headquartered in Fredericksburg, Virginia. Mary Washington Hospital, its flagship facility, is ranked by U.S. News and World Report as the #6 Hospital in Virginia and the #5 Hospital serving the DC Metro region. The MWHC topology, comprised of an administrative headquarters, two hospitals, and 28 local facilities, ties in to one central datacenter. The individual who manages this infrastructure is George Amols, Technology Architecture Manager of Mary Washington Healthcare.

Amols oversees MWHC's entire virtual infrastructure, consisting of some 900 VMs on 45 hosts. The diversity of hardware and software vendors and is vast, typifying today's complex healthcare IT environments. MWHC runs VMware and Citrix on Dell and Cisco blades, leverages a full suite of tiered EMC storage, and delivers more than 200 enterprise applications across the network. Each year, Mary Washington purchases 5 new servers, each at an average total cost of $30,000.

Equipped with an abundance of monitoring tools (Solarwinds® Orion, Altiris®, CiscoWorks and native vCenter), Mr. Amols spends his days combatting VM sprawl and inconsistent performance, and striving to meet the ever changing requirements of "proactive" IT operations management.

Determined to end this break-fix cycle, George Amols seeks a tool that can solve for all the above. After an admitted "year of ignoring their calls, because I thought they were solid state accelerator card for hosts," Amols stumbles upon Turbonomic's booth at VMworld® U.S. 2013. Not only does he learn that they are a software company, but also he suspects that Turbonomic just might be the answer to his problems.

"I FEEL LIKE ONE OF THE FIRST PILOTS TO GET TO TRY AUTOPILOT."
– George Amols, Technology Architecture Manager

After VMworld, Mr. Amols engaged Turbonomic for a live demonstration, and from there, "it didn't take too much convincing" to initiate a purchase. Amols and his team were most impressed not by Turbonomic's ability to pinpoint performance, efficiency, and compliance risks across the environment, but by the specific remediating actions of those risks Turbonomic recommended to bring the environment into a desired state of health. These decisions – all of which could be automated – led Amols to "feel like one of the first pilots to get to try autopilot."

COMPANY

Mary Washington Healthcare
www.marywashingtonhealthcare.com

CHALLENGES

- *Inability to guarantee performance of mission-critical applications in virtual environment with existing tools*
- *Virtual machine sprawl and inefficient capacity planning*
- *Inability to quickly respond to problems*

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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MWHC DEFERS HARDWARE SPEND BY 1 FULL YEAR

Turbonomic safely consolidated Mary Washington's workloads to the smallest hardware footprint required to deliver their applications. By multiplexing workload peaks and automating the decisions necessary to achieve both high utilization and high performance, Turbonomic freed-up 6 MWHC production hosts, which Amols used to support the organization's organic workload growth.

Between hardware, licensing, and maintenance, these 6 hosts equated to $180,000 of deferred spend. Moving forward, Turbonomic's Planner enables Amols to determine exactly the hardware he needs to support future workloads, so all future hardware requisitions are made in a precise and efficient way.

NO VM FAILURES OR CRASHES, MINIMAL STAFF TIME, AND ONE-OF-A-KIND CAPACITY PLANNING

Since deploying Turbonomic, Mary Washington Healthcare has achieved the ultimate proactive posture – its virtual environment has been entirely hands-off, levering Turbonomic's complete decision automation. MWHC has eradicated contention-based VM failures and crashes, and enhanced its ability to analyze and troubleshoot application issues. Leveraging Turbonomic's Planner, Amols generates what he calls "Turbo Reports" – ad hoc capacity planning reports of various what-if scenarios he has imagined.

For all of the value Mary Washington has obtained from Turbonomic, Mr. Amols admits they have only scratched the surface of its full capability. "It's like we were cutting a steak with a spoon, and then somebody gave us Swiss Army Knife, and we opened the blade and are cutting the steak, and we're so excited about having a knife, that we're not even thinking about the fifteen other tools that are available to us."

RESULTS

- *Autonomic platform drives real time performance across a diverse environment*
- *Consolidated workloads to utilize underlying infrastructure more efficiently*
- *Freed up 6 hosts, equating to $180,000 of deferred spend*
- *Eradicated contention based VM failures and crashes*

"Turbonomic delivers a hands-off optimization capability that goes far beyond standard DRS and SDRS, allowing us to eliminate a significant number of expensive capital purchases by maximizing and optimizing the use of existing host and storage resources. We more than recouped our investment within one fiscal quarter."

George Amols
Technology Architecture Manager
Mary Washington Healthcare

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.

To learn more, visit Turbonomic.com.