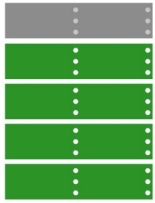


MITRE 10 GAINS CONTROL AND SAVES IN RAPIDLY EXPANDING ENVIRONMENT WITH TURBONOMIC



Increased Resource Utilization



Reduced Time Spent Monitoring



ROI in Just a Few Days

MITRE 10

SITUATION

Established in 1974, Mitre 10 is the largest home improvement and garden retailer in New Zealand with sales nearing \$1 billion each year. As a major chain of home improvement stores providing goods and services through more than 100 co-operative stores run by local owner-operators, Mitre 10 continues to grow its share of the market and expand its presence across New Zealand. With thousands of employees and hundreds of thousands of customers, Mitre 10 is committed to providing quality services and the inspiration, advice, tools and materials needed to make home improvement dreams a reality.

Paul Flatt, Infrastructure and Support Manager, oversees the company's central data center in Auckland, supporting the entire organization across the country. Flatt joined Mitre 10 in 2012, bringing with him 25 years of professional experience in IT management and support. Flatt leverages VMware vSphere® ESXi™ across his environment, utilizing IBM x3690 servers and IBM System Storage® V7000 storage.

In late 2011, the IT team at Mitre 10 began implementing a major virtualization deployment, and experienced massive growth over the next two years. "We nearly doubled the number of hosts in our environment, and increased our RAM capacity by more than 700%," said Flatt. "We needed a way to know what was going on during this growth and maintain control especially of our business critical applications."

"We noticed improvements in our environment in days. We've never had control like this before."

– Paul Flatt, Infrastructure and Support Manager

Having used Turbonomic in a previous position, Flatt was familiar with the platform and knew it was the solution to Mitre 10's growing pains. Flatt and his team were quickly and painlessly able to deploy Turbonomic in their environment during this period of growth, and saw improvements in just a matter of days. "Once it was implemented, Turbonomic gave us recommendations on moving workloads so they had access to the resources they needed when they needed them, almost immediately resolving some underlying

COMPANY

Mitre 10

www.mitre10.co.nz

CHALLENGES

- *Inability to guarantee performance of mission-critical virtualized applications with existing tools*
- *Inconsistent Quality of Service (QoS) and disruption of virtualized workloads*
- *Inefficient use of virtual and human resources*
- *Experienced massive growth in virtual environment*

TURBONOMIC SOLUTION

- *Turbonomic intelligently and automatically senses changes to application demand and adjusts infrastructure supply in real-time to*

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CAPACITY PLANNING AND PROACTIVE SAVINGS

"Far and away the best feature of the platform is the capacity planning function," said Flatt. "We know what changes we can and should make, and the effect it will have before we make them. We are able to be proactive in all we do." Flatt checks in with Turbonomic each day to ensure his workloads are performing at their optimal level, all the while maximizing the utilization of the underlying infrastructure.

"Now that we have a holistic view of our environment, we don't need to address issues by blindly throwing hardware at it," said Flatt. "We avoided spending on an additional host that we learned we didn't need by reconfiguring our environment according to Turbonomic's recommendations."

RESULTS

- *Autonomic platform drives real time performance across a diverse environment*
- *Realized value within days of deploying Turbonomic*
- *Avoided unnecessary spending on hardware*
- *Improved capacity planning for future projects*
- *Reduced time spent monitoring and manually resolving issues*

"The proactive planning mechanism was gold for me. As new services are coming online, we can plan and know the actual impact it will have on our environment."

- Paul Flatt, Infrastructure and Support Manager, Mitre 10

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.