

COMPANIES REDUCE COSTS BY MIGRATING FROM VMWARE TO RED HAT VIRTUALIZATION

			
COMPANY	P.L. Ferrari & Company	Rural Credit Banks Funds Clearing Center	Bonhams
INDUSTRY	Financial services	Financial services	Retail
GEOGRAPHY	Genoa, Italy	Beijing, China	London, UK
HARDWARE	<ul style="list-style-type: none"> • IBM Flex System blade servers 	<ul style="list-style-type: none"> • IBM BladeCenter blade servers • IBM System Storage DS series 	<ul style="list-style-type: none"> • IBM System x servers
SUCCESS SUMMARY	P.L. Ferrari & Company, a specialist broker of protection and indemnity (P&I) insurance for the commercial shipping industry, needed to ensure that its specialists could respond 24x7 to urgent client claims. By migrating to Red Hat Virtualization, P.L. Ferrari gained high availability and also simplified management, lowered costs, and improved disaster recovery.	Rapid business development and year-over-year growth of 35% meant Rural Credit Banks Funds Clearing Center needed to upgrade the server infrastructure that supports its information system's operation. To optimize its use of resources such as power and space, the center migrated to Red Hat Virtualization.	With many unsupported systems after significant growth, including mergers and acquisitions, auction house Bonhams wanted to unify asset management into a single global system. Due to the high cost of VMware in its UK offices, Bonhams' US locations migrated to Red Hat Virtualization, with help from Red Hat partner Quru.
BENEFITS	<ul style="list-style-type: none"> • Improved disaster recovery and reliability of critical systems • Reduced virtualization IT and infrastructure costs • Simplified management of core IT systems 	<ul style="list-style-type: none"> • Reduced hardware, licensing, maintenance, and power costs • Consolidated physical footprint • Gained flexible, dynamic deployment and scalability to meet business demands 	<ul style="list-style-type: none"> • Consolidated physical servers by more than 75% • Saved 50% on licensing and maintenance costs • Reduced risk of server downtime • Eliminated vendor lock-in
QUOTE	<p><i>"It's very encouraging to be able to see how much better our systems are running under Red Hat Virtualization."</i></p> <p>- ANDREA GUERRIERI DEPUTY I.T. MANAGER, P.L. FERRARI & COMPANY</p>	<p><i>"Selecting enterprise-level open source products allow us to be more proactive. We avoid vendor lock-in and more importantly, we have access to world-class technical support. We now understand virtualization standardization, security, and efficiency, which makes us confident in Red Hat Virtualization."</i></p> <p>- YOA CHUNYANG ASSISTANT GENERAL MANAGER OF I.T. OPERATION ASSURANCE, RURAL CREDIT BANKS FUNDS CLEARING CENTER</p>	<p><i>"The overall cost of the Red Hat Virtualization implementation in the US was just over half the cost of an equivalent VMware project the UK incurred."</i></p> <p>- ROBIN PORTER BUSINESS DEVELOPMENT MANAGER, QURU</p>

Learn more about Red Hat Customer Successes: redhat.com/customersuccess