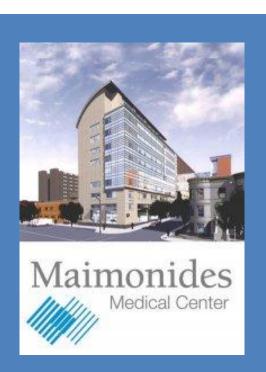**VELOXUM**
Active Continuous Optimization

Virtualization in a Hospital Environment

Veloxum for VMware Increases Virtualized Infrastructure Density at Maimonides Medical Center (MMC), Enabling the IT Department to Care for Both Doctors and the CFO

At almost 100 years old, Maimonides Medical Center is a vital and thriving non-profit, non-sectarian hospital in Brooklyn, New York. It is a pre-eminent treatment facility and academic medical center– and among the best in the country at providing high quality compassionate patient care and community services to people of all faiths and backgrounds.

"Using Veloxum we increased our VMware guest densities on average 30%, pushing out a number of server purchases for another year. This allowed me to keep both my users - doctors - and the CFO happy."

Gabriel Sandu,
Sr. Dir. Technical Services
Maimonides Medical Center,
Brooklyn, NY

Challenges

- Improve VMware guest density to reduce CAPEX on server hardware purchases
- Find optimization solutions that do not require on-going OPEX for implementation specialists
- Reduce TCO of its increasingly diverse and complex set of multi-tier medical applications
- Provide reasonable Citrix Virtual Desktop (VDI) performance SLAs for disparate medical applications

Solution

- Install Veloxum for VMware throughout the MMC data center

Impact

- $120K CAPEX savings on server hardware in year one attained by a 30% VMware guest density increase
- $100K (est.) OPEX saving vs. other solutions that required specialists for installation and maintenance
- Reduced staff deployments on trouble-tickets for Citrix Virtual Desktop and medical software applications

Doing more with existing infrastructure

Last year, MMC knew that they would soon reach the user limit of their virtualized infrastructure, so they began the yearly budgeting cycle for more server hardware. However, Gabriel Sandu, Senior Director of Technical Services, simultaneously began investigating various Virtualization Infrastructure Optimization (VIO) offerings as well. "Looking at VIO solutions, I felt we could save money by better utilizing the VMware servers we already owned and delaying server purchases. However, I was also aware that deploying a VIO solution could mean large OPEX on consultants to implement the solution and

carry out its recommendations. I had to carefully weigh my options."

When a friend suggested Gabriel look at Veloxum's solution, he quickly realized that it could provide the savings he sought without increasing his staff. "I really liked Veloxum's approach. It analyzes my existing VMware environment, determines the underlying ESXi and guest OS settings that will optimize its operation, and allows me to implement the recommendations with a single button push – with no consultants necessary."

Putting the claims to the test

While Veloxum looked good on paper, Gabriel knew his task was only half over. Could Veloxum's solution provide the savings it promised and keep applications running well? "Hospitals must test their software harder than most environments. If we lose packets, people can die," he said.

After a controlled experiment, Veloxum proved its worth in the MMC data center. "We installed Veloxum on a number of servers and found that, for our environment, we got an average of 30% more server utilization –and more importantly, no unexpected downtime. Using Veloxum, we saved more than $120K on hardware by better using what we already purchased. Veloxum paid for itself in only a few months."

Unexpected benefit – more robust medical apps

After a successful deployment, the staff at MMC began to notice another benefit to the Veloxum solution - better medical application performance. "Medical software serves a much smaller installed base than mainstream software. As a result, the applications often are not updated as much, buggier and less robust," explained Sandu. "We use the virtualized environment to make sure that they do not damage other applications. As soon as we installed Veloxum, we noticed that the number of trouble tickets related to the medical applications dropped significantly. We found that the constantly optimized environment made sure that the software did not run into resource issues, crashed less, and provided a more responsive end-user experience."

After proving itself both in the laboratory and in day-to-day usage, Veloxum is now a standard part of MMC's virtualization plans. "Veloxum allowed me to keep both my users - doctors - and the CFO happy," said Sandu. "A product does not get much better than that."

About Veloxum
Veloxum was founded with the vision to apply active and continuous optimization to manage complex IT environments for optimum performance. The Veloxum team has a combined industry experience of over 80 years and cover the disciplines of networking, servers, applications, operating systems and high speed data transfer. Individually, they designed some of the most advanced WAN, LAN and Fibre Channel analyzers available today. The team incorporated this knowledge into the first optimization solution to attack the problem of resource contention at the physical and virtual layers of infrastructure and applications. The solution enables IT organizations to dramatically reduce CAPEX and OPEX spending, and simultaneously improve performance.

About the Software
Veloxum actively and continuously optimizes VMware infrastructure to reduce resource contention, maximize performance, and increase workload density up to 50%. It is an out-of-band solution that uses the existing systems and tunes the various components within manufacturer supported settings.

Contact Us
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