

DATA-DRIVEN INSIGHTS FOR SMARTER IT

“Our CloudPhysics Subscription Paid for Itself in Three Days” Major Regional Airport Realizes Dramatic CAPEX and OPEX Savings on Infrastructure Management



Upgrading created an urgent need to analyze and manage their entire data center virtualization infrastructure

When they first met with CloudPhysics at VMWorld, the IT team of this large regional airport, which also handles international traffic, was in the midst of an upgrade from ESX 5.1 to ESX 5.5. The team was driven by two basic concerns: 1) the need to understand and measure their performance; and 2) gaining the ability to contain infrastructure growth and cost. They worried that the upgrade could cause IT to sprawl out of control, with an expansion of physical hosts from 19 to 25, along with the consequent jump that would bring in CAPEX and OPEX costs.

“When we first connected,” says Mark Spurlock, Enterprise Sales, they tried CloudPhysics Free Edition and were impressed. Then, when they installed Premium Edition for a two-week free trial and discovered the cost-saving and efficiency opportunities it offered, they were eager to get aboard.”

The Airport invested in a three-year subscription to CloudPhysics, expecting to benefit. However, the scope and speed of the ROI was nothing short of amazing.

Server sprawl seemed to be on the horizon unless they acted quickly

The initial CloudPhysics trial did indeed demonstrate that the airport faced substantial sprawl. They were looking at expanding from 19 to 25 physical hosts and planning to implement that this year. Each host represents ~\$25,000 each in three-year Total Cost of Ownership (TCO) for a total of \$150,000.

Key Results

- Scope and speed of ROI far exceeded expectations
- Proactive avoidance of potential server sprawl
- Introduced a platform for optimizing data center performance and utilization

“Because we were able to reclaim \$200,000 of stranded storage, not only did our three-year CloudPhysics subscription pay for itself in three days, we had plenty of savings left over to redirect into other projects!”

— Regional Airport IT Director

Naturally, the team was deeply concerned to avoid that new purchasing and budgetary demand. The CloudPhysics assessment showed them instantly how performance optimization and reclaiming of stranded resources, such as storage, could help avoid that cost.

A dynamic aviation resource serves its region's growing population with the latest air transport technologies

Airport not only reclaimed \$200,000 in stranded storage and halted potential sprawl; it gained a platform for optimizing performance and utilization of its data center

IT progress includes a new data center soon to come aboard

The Airport's data center is currently about 70 percent virtualized, hosting 19 virtualized servers. The IT infrastructure is a major application environment, whose costs include the servers themselves, user costs, backup, storage, virtualization, server consolidation, and geographic costs.

"We are actually expanding into two data centers," said the Airport's IT Director. "The reason is security as well as disaster recovery. Given the importance of our Airport to both the region and the country, we have balanced our workloads, and one data center can take over for the other if needed." From an IT perspective, security, performance, and cost are the most immediate issues. "Since we are remodeling and expanding rapidly, we always need to make sure that we're keeping our costs in check."

Streamlined dashboard plus a direct link with vSphere convinced the Airport that CloudPhysics was ideal

"The Airport had initially been impressed with the capabilities of CloudPhysics," says Spurlock, "but it was our new dashboard, along with additional management features that really made us the top choice." In late 2015, CloudPhysics launched a link that takes a customer directly from CloudPhysics analytics into vSphere to manage whatever element is in review. This linkage not only enables working directly in the virtualized infrastructure, but negates the need for additional management tools.

"Now that we can link directly between CloudPhysics and vSphere, we don't need a third management entity," said the IT Director. "We can choose 'either or' rather than 'both and'—which is always cost-effective. We also avoided the need for training, which was a big burden off our operational expenses."

The Airport's subscription is inclusive, with zero hidden costs

As part of the subscription, the CloudPhysics team conducts a semi-annual Deep Dive check-in; the Airport IT team also enjoys 7/24 access to the CloudPhysics customer success team. There are zero hidden costs—no upgrade costs or new releases to pay for. It's all immediately and automatically upgraded with no support, hardware, or software maintenance costs.

The Airport now uses CloudPhysics Premium Edition as the primary management tool for their virtualization infrastructure. They manage performance daily, as well as reclaim stranded resources and continuously optimize performance and utilization.



Since its establishment in the 1930s, this major regional Airport has always adapted to the needs of the nation's evolving commercial aviation industry.



Today, with a staff of 10,000 at the site, the Airport's economic impact is more than \$3.3 billion annually.



With its slate of services for more than 8 million passengers each year, plus a deep environmental commitment, this Airport is one of the most modern in America, providing state-of-the-art security and a substantial TSA operation.



This major cargo carrier is also home to one of the world's largest FedEx Express operations.

Behind the dashboard are individual granular analytics broken up by use case: Infrastructure planning, performance, resource utilization, and health checks—all driven by CloudPhysics industry leading data analytics—working with the most granular data available from customer environment, and having absolutely no impact upon environment performance. The IT team is able to run a health check on their infrastructure in real time 24/7. Every aspect of the infrastructure constantly has a health check going on, offering the ability to perceive alerts if there are areas of concern.

“Working with CloudPhysics lets us cap our server growth at 19 physical hosts and contain our need for expansion of costly physical inventory.”

— Regional Airport IT Director

“So far we are saving a mix of CAPEX and OPEX,” said the IT Director. “Naturally, we’re really happy at being able to optimize utilization while meeting our Service Level Agreements (SLAs) with internal groups such as Operations, Reservations and TSA, and guarantee them levels of service with confidence—and without having to buy any new infrastructure!”

Fast installation and smooth functionality

“The Airport’s utilization is absolutely on-target,” said Mark Spurlock. “CloudPhysics took only ten minutes to install—and done! That’s all the support and maintenance they will ever have to perform. Everything went smoothly and exactly as we said it would.”

From this customer experience,” says Spurlock, “we proved CloudPhysics delivers just as we advertise. It is absolutely possible to manage a complex data center’s virtualized environment cost effectively. Now with our intuitive dashboards plus our direct link to vSphere, we have become the premier management and analytics platform on the market.”

About CloudPhysics

CloudPhysics provides data-driven insights for smarter IT, delivering unprecedented data center analytics to a broad range of users. CloudPhysics’ agile, scalable SaaS solution continuously analyzes customer environments and leverages collective intelligence to yield actionable results that optimize performance, lower costs, reduce risk, and enable smarter business decisions. Headquartered in Santa Clara, CA, CloudPhysics serves thousands of end users worldwide across major industries and supports a robust partner network.

For more information, www.cloudphysics.com