



KEY HIGHLIGHTS

INDUSTRY: LAW

**CHALLENGE**

BB&K wanted to reduce its server sprawl, maintenance costs, and physical storage space – and it needed it to support a large IT environment with limited IT staff.

SOLUTION

VMware has allowed BB&K to implement a nearly 100% virtual solution which, by its nature, has reduced the storage space needed for their physical servers, and reduced its server sprawl. Using VMware, BB&K can now roll out new applications in minutes, saving the IT staff, and ultimately, the attorneys, valuable time.

VMWARE AT WORK

- VMWare ESX 3.5
- VMotion
- Storage VMotion

DEPLOYMENT ENVIRONMENT

- Microsoft Exchange 2003
- SQL Server 2000
- Microsoft Windows Server 2003
- HP Servers

"I am always amazed when I hear somebody say their company is not virtual because it cannot afford it. I ask how can it not -- we are saving costs on just power and cooling every day. VMware has made it much easier for us to be successful at our mission. I can't imagine going back to the old system."

Tim Haynes, Director of Information Technology, Best, Best & Krieger

Best, Best & Krieger

Best, Best & Krieger, founded in 1891, is one of the of oldest law firms in California. It is headquartered in Riverside, California, and has several other offices in Southern California. BB&K is a full-service law firm, offering expertise across multiple practice areas. BB&K has more than 185 attorneys in offices strategically located to serve California's fastest growing communities. In meeting the needs of public and private sector clients, BB&K offers unique experience in handling complex, multi-disciplinary issues and providing solutions of common interest to leaders of both business and government.

Six years ago, BB&K had eight different server rooms across Southern California holding 60+ physical servers. This configuration presented the IT team with several challenges. The number of servers and the small spaces where they were housed made efficient cooling impossible. The IT team had to physically "touch" each server when testing new applications - a difficult task to do efficiently. BB&K spent too much on power and cooling, demonstrating and testing new applications and provisioning servers -- which took away, time to complete new projects.

BB&K spoke with several vendors to address these challenges. Agile360 emerged as the partner that could best help BB&K virtualize. It presented clear plans, led the way and made the conversion to VMware simple.

VMware allowed BB&K to convert its 60+ physical servers 90 virtual servers on only six physical machines. This eliminated server sprawl, reduced power, cooling, hardware replacement, and staffing costs due to the ease of maintaining all the virtual servers from a single point of administration while increasing CPU utilization. In addition, VMware has allowed the IT team to complete many more projects. Now they can demonstrate a new application and implement it in minutes, instead of days. This allows IT to have flexible schedules to better accommodate the end users.

BB&K has centralized 90% of the workloads to its primary data center and, because of the portable nature of its virtual servers, has simplified the company's disaster recovery plans.

Results

- 98% virtualized
- Converted 60 physical servers to 6 that run 90 VMs
- Nearly 100% centralized
- Reduced server provision time to minutes from days
- Able to complete more projects
- Lowered hardware costs
- Lowered power and cooling costs
- Reclaimed physical storage space
- Eliminated server sprawl