



# Batesville Casket Company

*DSI provides complete virtualized server solution utilizing IBM hardware, VMware software, and DSI expertise*



**Batesville Casket Company**  
Batesville, Indiana  
<http://www.batesville.com>

## Challenge

- Replace aging legacy servers
- Increase processing power and transaction volume capacity
- Virtualize business critical applications

## Solution

- VMware Enterprise
- VMware Virtual Center Management Server
- IBM System x servers
- IBM SAN switches
- DSI Professional IT services for sizing, setup, and configuration

## Results

- Replaced 18 physical servers with 4 servers running virtualized applications
- Reduced data center footprint and costs
- Simplified and standardized server build and administration processes

Batesville Casket Company, a leader in the North American funeral products industry, is unmatched in its attention to detail and commitment to service. When the company needed to upgrade its server infrastructure, Batesville called another company known for its attention to detail: Data Systems International® (DSI®).

## Challenge

For Batesville to support its projections for continued business growth, the company needed to replace aging legacy servers with a new server solution that could:

- **Increase processing power and transaction volume capacity**
- **Support upgrades to critical business applications, including dcLINK®**
- **Reduce data center footprint and overhead costs**

“We did a lot of research on the benefits we could achieve using virtualization, and how virtualization could streamline our server-related processes. DSI was extremely helpful and responsive to our need for information as we considered our options,” said Jason Westrick, the Batesville programmer analyst who managed the project.

It was critical that any project to replace and virtualize the company’s application servers be a success, as it would have direct impact on the company’s supply chain. For that reason, Batesville turned to DSI to provide the complete solution.

“We selected DSI based on their experience with virtualization, their understanding of how virtualization and IBM hardware work together, and their ability to architect a complete server solution to support our business objectives. Our existing relationship with DSI and our use of dcLINK also factored into our decision,” Westrick said.

## Solution

DSI designed a complete solution for Batesville that combines powerful server hardware and virtualization technology to provide excellent return on investment (ROI). The solution also provides proven performance for virtual implementations of dcLINK.

The solution included:

- **VMware Enterprise**
- **VMware Virtual Center Management Server**
- **IBM System x servers**
- **IBM SAN switches**
- **DSI Professional IT services for sizing, setup, and configuration**

*“The project was right on plan for all target dates, and it met all of its goals and objectives. We couldn’t have asked for anything better.”*

*Jason Westrick  
Programmer Analyst  
Batesville Casket Company*



“We relied heavily on DSI’s knowledge of IBM hardware and VMware virtualization software. We were also influenced by DSI’s success using virtualization in their own data center and the savings they were able to achieve,” Westrick explained.

VMware's proven suite of virtualization solutions enable companies to:

- **Consolidate servers to reduce data center footprint and costs**
- **Manage and automate processes for maximum availability, performance, and scalability**
- **Reduce the cost and complexity of meeting high availability and disaster recovery objectives**
- **Increase ease and speed of building virtual servers vs. physical servers**

IBM System x is ideal for highly consolidated, virtual server environments running business-critical applications. The innovative System x servers:

- **Provide higher throughput, exceptional reliability, and critical resiliency**
- **Reduce total cost of ownership**
- **Decrease energy usage in the data center**

## Results

"DSI provided a virtualization solution that aligns our server capacity with our plans for growth and expansion. The project was right on plan for all target dates, and it met all of its goals and objectives. We couldn't have asked for anything better," Westrick said.

Using its new server solution, Batesville has:

- **Simplified its application server environment.**

"We replaced 18 obsolete application servers with 4 servers running virtualized applications," Westrick stated.

- **Simplified server management and administration.**

"The easy administration of VMware makes it a great tool. It provides the most uptime and flexibility, compared to some of the other virtualization products on the market," Westrick commented.

- **Increased ROI by virtualizing additional applications.**

"We initially sized the servers to support just dcLINK in a virtualized environment, but we decided to increase that in order to get more value out of it by virtualizing several other critical business applications," he said.

Virtualization also enabled Batesville to:

- **Establish standard server build processes.**

"We set up standards and processes for building virtual servers. Some of our other teams are using those standards," Westrick explained.

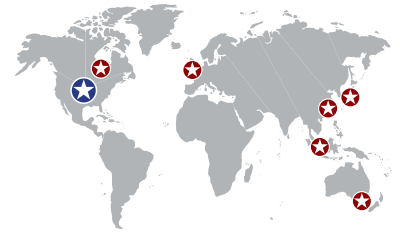
- **Reduce server build time.**

"Our normal server build time for a physical server was around 6 weeks. We are now able to build a virtual server within a week," said Westrick.

"Going forward, Batesville will continue to decommission aging physical servers in favor of virtual servers," Westrick concluded.

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*Jason Westrick  
Programmer Analyst  
Batesville Casket Company*



Data Systems International, Inc.

## GLOBAL OFFICES

### **DSI® Global Headquarters**

#### United States

+1 913.696.4000  
+1 800.217.8030  
[www.DSionline.com](http://www.DSionline.com)

#### Canada

+1 905.361.2980  
[www.ca.DSionline.com](http://www.ca.DSionline.com)

### **DSI® UK and EMEA**

#### United Kingdom

+44 (0) 1189637552  
[www.uk.DSionline.com](http://www.uk.DSionline.com)

#### Europe, Middle East, and Africa

+44 (0) 1189637552  
[www.emea.DSionline.com](http://www.emea.DSionline.com)

### **DSI® Japan and APAC**

#### Australia

+61 (0) 398350600  
[www.au.DSionline.com](http://www.au.DSionline.com)

#### China

+86 (0) 2161010054  
[www.cn.DSionline.com](http://www.cn.DSionline.com)

#### Japan

[www.jp.DSionline.com](http://www.jp.DSionline.com)

#### Singapore

+65 68663722  
[www.sg.DSionline.com](http://www.sg.DSionline.com)

### **Unibar Inc.**

#### A DSI® Company

+1 800.731.6044  
[www.Unibar.com](http://www.Unibar.com)

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