



# Data Systems International, Inc.

*DSI® Implements IBM BladeCenter And VMWare In Its Own Data Center To Conserve Space, Heat, And Power*

**Data Systems International Inc.**  
Overland Park, Kansas  
<http://www.DSionline.com>

## Industry

- Information Technology

## Business Challenges

- Replace older-generation server and data storage with cost-effective hardware and software solution
- Improve network services team productivity
- Enable 24x7 system reliability and recoverability

## Business Results

- Reduced data center power consumption and heat output
- Reduced physical space requirement to accommodate hardware footprint
- Simplified management of infrastructure and data storage
- Improved high availability and disaster recovery capabilities

## Solution Features

- IBM BladeCenter with 11 Blades
- DS4300 SAN
- VMWare virtualization software

Companies worldwide depend on Data Systems International® for automated data capture software, IBM server solutions, and mobile devices. When those companies need service or support, DSI®'s 24x7 web-based Client Extranet and its three global Client Support Centers can't afford to have downtime.

So, when the time came for DSI to replace aging servers in its own data center to ensure 24x7 high availability and reliability, selecting IBM BladeCenter® technology and VMWare® virtualization software was an easy decision. DSI is one of the largest IBM Premier Business Partners in North America and had already configured and installed BladeCenter solutions for a number of clients across the U.S.

## Challenge

Before DSI converted its data center to IBM Blade Center technology, space was at a premium with 10 racks of servers filling the physical space. The servers were older models, and ripe for replacement.

*"The IBM BladeCenter plus virtualization approach reduced the physical space required for our data center equipment. In doing so, it also reduced our heat output and power consumption significantly."*

*Omar Vega  
Manager, Network Services  
Data Systems International*

DSI's manager of network services, Omar Vega, was eager to implement IBM BladeCenter technology. "I had been looking at the IBM BladeCenter approach for some time and had a clear idea of what our data center conversion would require. DSI's IBM technology sales consultants validated that approach, just like they do for our clients. Together, we configured a hardware and software solution that matched our objectives," Vega said.

## Solution

That solution included one IBM BladeCenter chassis, 11 IBM BladeCenter blades, and a IBM

DS4300 SAN, and VMWare virtualization software. The new hardware replaced 10 racks of older generation servers and data storage. Three blades are host to more than 40 virtual servers.

## Results

The IBM BladeCenter and VMWare virtualization enabled DSI to consolidate the physical servers into a virtualized environment that provided better resource utilization, lower power consumption, lower heat output, and a smaller hardware footprint.

## Conserving Space, Heat, and Power

"The IBM BladeCenter plus virtualization approach reduced the physical space required for our data center equipment. In doing so, it also reduced our heat output and power consumption significantly," Vega said.

IBM BladeCenter technology is reknown for its energy saving capabilities. IBM BladeCenter servers can require less power and are easier and less costly to cool than competitive servers. BladeCenter power savings can be as much as 30 to 40 percent over traditional rack-mounted servers.



"I can see how other companies would benefit from reducing the footprint of their data center, especially if they lease by the square foot, a smaller footprint could translate into significant overall savings," Vega said.

### Flexible, Virtual Environment

Virtualization eliminated the "rat's nest" of cables that connected the old servers. "I was impressed by the amount of cable we eliminated and the amount of physical space we recovered by converting to IBM BladeCenter technology and VMWare virtualization software," Vega said.

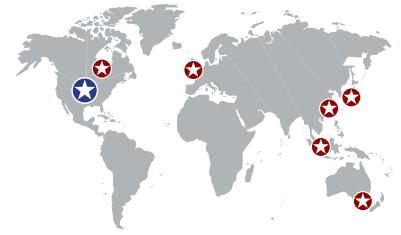
Virtualization also enables Vega to provide DSI development teams with virtual testing environments within hours of a request, at very little cost.

"In the past, it would take over a month to get equipment approved, ordered, delivered, set-up, and deployed. Then we would have the expense of maintaining that equipment over the long term. Virtualization eliminates the expense and the time delay," Vega said.

### Achieving High Availability

Other benefits DSI is enjoying from its new IBM BladeCenter solution include 24x7 system reliability, improved high availability and disaster recovery capabilities, and simplified infrastructure management.

"IBM BladeCenter is a solid product. It shows in the quality of the workmanship, the built-in redundancies, and the ease of use. It was a worthwhile investment, and we realized benefits immediately. In addition, VMWare enables us to provision new virtual servers without incurring additional hardware expense or long wait times," Vega said.



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)

DSI provides mobility software that enables business to happen anywhere, providing access to any data on any device. We are a recognized global leader in increasing productivity and profitability.

*DSI's data center before (top) and after (bottom) implementing IBM BladeCenter® Technology and VMWare virtualization software.*

*The conversion reduced the physical space required for data center equipment, reduced heat output, and conserved energy.*



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