



## Virtualisation met all Midroc requirements

Better service and reduced costs were just some of the benefits reaped by Midroc when they virtualised their servers.

**WHEN THE MIDROC GROUP** decided to invest in a new server infrastructure, their requirements made for an enormous wish list. The new solution aimed to consolidate the group's IT resources, streamline its administration and server management and provide greener IT. It also aimed to meet the companies' requirements for flexible service from the IT department.

Dealing with this vast range of expectations was no simple task. But by investing in a virtualisation solution based on Microsoft's Hyper-V, the IT department managed to live up to all expectations.

The specific results to date: three server racks have been consolidated, resulting in lower electricity costs while at the same time reducing hardware procurement costs. And one extra bonus is that less cooling is needed now that one new server is able to replace three old ones.

"We were right at the limits of what our cooling was able to manage, so if the company wanted a new server we were facing problems," says Martin Siltanen, solution architect at Midroc. "We'd have needed to invest in better cooling if we hadn't gone for virtualisation. But now we have overcapacity instead, which makes it possible to run more applications."

### Innovation paid off

The project was also a success in purely financial terms as the investment paid off in just 14 months.

Not only the virtualisation is new. Midroc also invested in a storage network, SAN, and blade servers instead of traditional servers. Of course, all this new technology meant a fair bit of cogitation for the IT engineers at Midroc, but the technology itself wasn't what posed the greatest challenge.

---

**”**We'd have needed to invest in better cooling if we hadn't gone for virtualisation. But now we have overcapacity instead, which makes it possible to run more applications.

---

"You have to think along new lines if you're going to work effectively with SAN, blade servers and virtualisation, especially if you've only worked with traditional servers before," says Martin Siltanen. "For instance, realising that what used to run over several different servers can now be run on a single blade

---

” We probably viewed Atea more as a consultancy and not as a supplier of hardware. But once we included them in the procurement process, they came with the best tender and were given the entire contract. And we’re really pleased with that.”

---

server with the aid of virtualisation demands that you think along new lines. This was a challenge for us.”

### Lots of demands for fast service

The Midroc group consists of 17 companies operating in fields such as electrical infrastructure, construction operations and heavy process and engineering industry. Of course, with so many different fields there are also lots of different demands made of IT; but one common factor is that everyone wants fast service.

On the server side, this means that people want to be able to implement additional servers as quickly as possible. It used to take a long time from the order being received to the server being ready to implement. But virtualisation allows the IT department to be a lot more flexible.

“We used to have a lead time of about a week for starting up a new server, but we’ve got that down to a day at most now,” says Martin Siltanen.

Midroc have taken on Atea to assist them, and Martin Siltanen is of the view that this partnership has been a great help.

“We’ve maintained close contact with Atea since 2003. They’ve been really good at listening to what we need and putting forward the solutions and skills we needed,” he says.



However, Atea weren’t involved in this project right from the outset. For hardware procurement, Midroc initially looked to pure suppliers of hardware.

“We probably viewed Atea more as a consultancy and not as a supplier of hardware,” says Martin Siltanen. “But once we included them in the procurement process, they came with the best tender and were given the entire contract. And we’re really pleased with that.”

### Choose a supplier

Having one supplier for hardware is something that Martin Siltanen would like to recommend as a recipe for success.

“If I had to give one piece of general advice to anyone wanting to do something similar, it’d be to make sure they use one and the same supplier for SAN and blade servers,” he says. “If we have any problems, it’s not our job to work out whether it’s the SAN element or the blade servers that are causing trouble; the supplier has to sort all that out.”

All in all, the switch to virtualisation has gone really well, and Martin Siltanen can definitely recommend the solution to others.

“Things have gone brilliantly well so far, and it’s definitely met our expectations. So we’re really pleased,” he says.

### Profitable investment

- Atea implemented an ROI calculation for Midroc, based on its previous server installation. These calculations shows that the investment would pay off in 14 months.
- The investments in the virtualised IT infrastructure included a new server platform, a central storage solution, licences and the necessary software. The really major savings were most apparent with regard to support and electricity costs.
- Midroc also made significant environmental gains thanks to a 62% reduction in direct electricity consumption and a reduction in the need for cooling.

### Facts Midroc

- Midroc Europé develop companies in real estate, construction, industry and environmental sectors
- Midroc Group has a revenue of 4 billion SEK
- In all 2 700 employees
- Midroc operates mainly in Sweden, but also in Germany, Great Britain, France, Poland and South Africa.

ARTICLE TAKEN FROM OUR CUSTOMER MAGAZINE, TOMORROW ISSUE 1/2009. TEXT: KENT OLOFSSON FOTO: LINUS HALLGREN

ATEA-20080925