

CASE STUDY

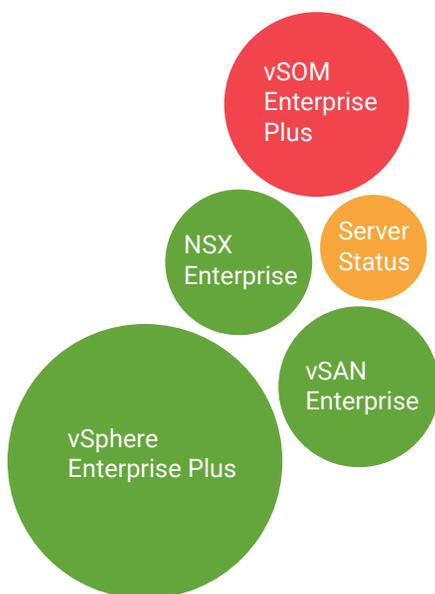
GET VM²

How did a Financial Institution gain insight to maximize the value of entering into a VMware ELA?

ABOUT THE CASE STUDY

This case study presents how the GetVMware License Optimization Service Offering was utilized by a financial institution to provide insight into their overall VMware license usage and support.

The need of the client was to determine how to best optimize the VMware license packages to save on IT spending while reducing the risk to stay compliant with the VMware license model. In addition, there was a need to determine if entering into an ELA contract was going to work for them.



CLIENT

Our client is a financial institution with several branches around the central region. The client's IT department consists of 3 datacenters with IT teams managing their own departments. The organization has grown over the last 3 years. This growth has fueled the need to expand their IT resources to meet the workload needs for performance of online banking.

CHALLENGE

The business expansion has demanded the implementation of a large VMware environment, with the setup of multiple vCenters with a diverse set of VMware products. This has created a complexity and challenge to keep up with the product licenses across departments. IT procurement was not always aware of the license inventory, the number of contracts in place or how the licenses are being used.

In addition, the IT team was struggling to manage the different subscription levels and support periods across departments. They currently use the MyVMware portal for tracking dates of purchasing. However, this does not help when managing the large amount of VMware accounts.

The IT Software manager was contemplating entering into an ELA contract. Due to this complexity, it became a challenge to meet the time demands of going through all the license inventory in detail to analyze the data sets. There was a need to have an overall view of the license usage pattern to clearly determine if the organization was a good fit for an ELA. Furthermore, it was important to obtain a clear picture of the license compliance status.

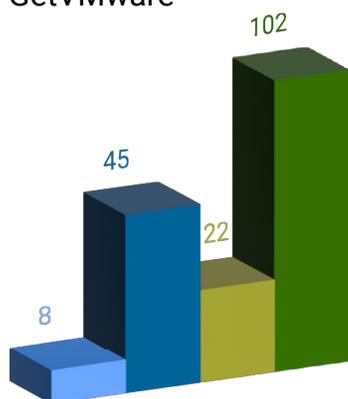
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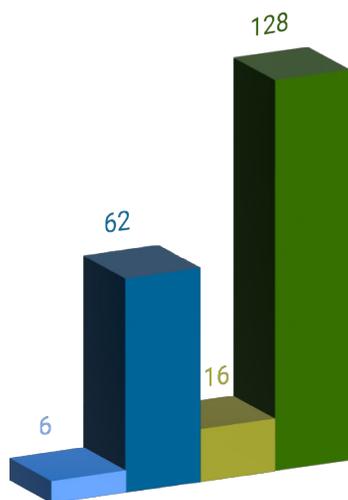
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LICENSE USAGE OVERVIEW

GetVMware



myVMware Portal or Installed Base Report



- VMware vSphere Standard
- VMware vSphere Enterprise
- VMware vSphere Enterprise Plus
- VMware vSphere with Operations Management Enterprise Plus

SOLUTION

1. Optimization potential

The GetVMware assessment was instrumental in the IT cost savings potential. The overall view of the license usage pattern was key to be able to get rid of licenses no longer in use and consolidate products where eligible. Licenses which were no longer under active maintenance were identified. Furthermore it was determined whether new licenses were needed.

This allowed them to consolidate licenses and move to new packaging/ edition, and raise the service levels for better support. Overall, they received a complete analysis of the areas where cost savings could be applied.

2. Determine ELA eligibility and planning

With the GetVMware assessment, our client was able to account for the number of purchased licenses in the vCenters across the organization and determine which products were used the most.

The assessment took into account all the right data sets to efficiently perform the analysis. The vCenter data was extracted using the GetVMware tool that was ran one time. No installation of program or agents were required. A thorough evaluation was conducted to include any anticipated growth for the next 3 years to determine the right VMware packages and editions.

This analysis was key in determining the ELA eligibility because now they understand that going for an ELA makes sense for their organization due to the current and future high volume of license usage.

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OVERVIEW OF GetVMware

My VMware Portal

License purchases and support contract status (customer portal)



VMware Install Base Report

License purchase status directly from VMware



vCenter Logs

Licenses installed, used, not in use and capacity information



GET VM²

Intelligent Visualization

Licenses monitoring and compliance status



License inventory evaluation

Analytics of data sources



Optimization & recommendations

Pre-sales and ELA planning



SOLUTION

The IT staff recognized that valuable time was saved where their IT cycles did not have to be used to review the license data. This allowed them to build a business case to take advantage of an ELA.

3. Compliance validation

The risk of compliance was determined using the analysis of all data sets regarding license acquisition and usage. The results showed they had an overuse of licenses with respect to the amount of entitlement license keys.

In addition, the following main areas of compliance were identified and evaluated: 1) identified which products were under license that were deployed across multiple vCenters 2) identified the number of contract accounts (Multiple EA#) in place, and 3) found that several support and subscription levels were not consistent at current levels and periods.

The risk was mitigated by pinpointing the specific products to reduce or cancel license usage, followed by recommendations of how to minimize the risk of non-compliance by simplifying license agreements.

FOLLOW UP

Avoid the struggle of reconciling VMware license usage with GetVMware License Optimization Service Offering.

[Use GetVMware](#)

[Watch video](#)