

Parallels® Virtuozzo Containers

Customer Success Story

BeneMetrix Depends on High-Density Configuration for Production Servers

Facing the management of many remote sites and a growing customer base, BeneMetrix selected Parallels Virtuozzo Containers to consolidate its production customer servers.

Business Challenge

BeneMetrix provides analysis and reporting tools to the insurance industry. The typical customer installation included a powerful server located at the customer site loaded with the BeneMetrix product suite. The onsite server provided both a web-based interface to run reports and a desktop-based interface for running reports. BeneMetrix also maintained and updated the software and server using a remote connection.

As BeneMetrix's customer base grew, David Wertman, Chief Technology Officer and primary technology owner of the BeneMetrix product suite, started to examine the weight of managing so many remote servers. Providing an entire server to each site was a challenge, yet it was necessary to ensure that the BeneMetrix products didn't interact with any other application. The application and its associated performance is the business of BeneMetrix. The application performs extremely sophisticated and processor-intensive operations. However the applications are only run when the client needs to perform an analysis. As a result, resources were either "maxed out", or they were going unused. With several long-term strategic changes in progress, Wertman looked to virtualization technologies to help provide a high-performance, cost-effective platform to help consolidate and manage the customer installations more efficiently.

Evaluation

BeneMetrix took a look at most of the traditional virtualization products to evaluate which would best suit their consolidation and application workload demands. Wertman identified performance as the key decision factor with incremental cost a close second consideration.

As a Microsoft partner, they heavily tested the Virtual Server product. While the Virtual Server did meet some of its requirements for separation, as the application load reached the anticipated workload, it was unable to maintain the required performance levels. VMware was also evaluated. And again, although the solution itself met many of the requirements, it just could not consolidate enough servers to meet the BeneMetrix target configuration.

When BeneMetrix evaluated Parallels Virtuozzo Containers, it became clear that the single OS architecture enabled unbeatable levels of performance and cost containment. "Parallels Virtuozzo Containers provides a flexible, scalable, cost effective solution that allows us to configure, manage and operate our customer servers easily and completely separately," said David Wertman.

BeneMetrix™

BeneMetrix Inc. is a leading provider of analysis and reporting tools for the Self Funded Insurance industry. Its Insurance experience and suite of unique, high value, low cost analysis tools is its strength.

"We needed a secure way to load and isolate customers on the same server. Parallels Virtuozzo Containers provides a flexible, scalable, cost effective solution that allows us to configure, manage and operate our customer servers easily and completely separately."

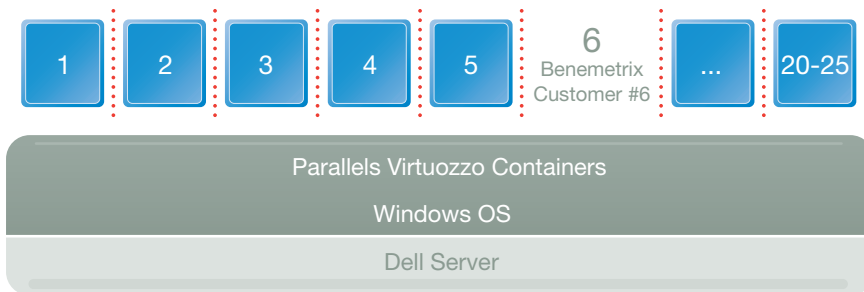
— David Wertman,
Chief Technology Officer,
BeneMetrix

Parallels Virtuozzo Containers Solutions:

- **Server and OS Consolidation**
- Dynamic Workload Management
- Business Continuity (DR/HA)
- Internal and Commercial Hosting
- Development and Testing
- Centralized Desktop Management

Parallels Virtuozzo Containers Solution and Implementation

BeneMetrix has consolidated a large amount of customer applications on a single server. The BeneMetrix configuration targets 20-25 fully installed and operational customers. "When I talk about our configuration to anyone familiar with VMware or Virtual Server they cannot believe we have so many instances on a single server with such heavy application workloads. Our benchmark tests show that Parallels Virtuozzo Containers performs extremely well with a customer load of 20-25", said Wertman. Parallels Virtuozzo Containers provides the isolation between the various customers to both ensure that no outages experienced by any customers affect any other customers. Parallels Virtuozzo Containers also manages the server resources to make sure that each customer receives the required amount of resources. "I am confident, that we could, if necessary, put even more clients onto single machines, but in our business model, 20-25 per machine provide more than adequate payback, and is easily manageable," said Wertman.



BeneMetrix Results

BeneMetrix has standardized on Parallels Virtuozzo Containers for its current and new customer deployments. Measuring an ROI is difficult because the deployment has changed from a decentralized server model with associated travel to a centralized consolidated configuration. Wertman estimates that its next quarter new customer deployment will be completed with Parallels Virtuozzo Containers with at least a \$35K reduction in costs.

Learn more at www.parallels.com/virtuozzo

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Hardware

- Dell
- CPU: Dual Xeon 3.0 GHz
- RAM: 16 GB
- Storage: 600 GB Hard Drive

Software

- Windows 2003
- BeneMetrix Product Suite



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