

# Virtualization Design & Implementation



## Turning a virtual environment into reality for an expanding health system.

To enhance services, a community-owned health system in the Midwest wanted to modernize application delivery and end user computing by transitioning to a virtualized environment. Facing both time and budget constraints, our infrastructure, the services company of Zones, and Dell team stepped in to complete the deployment of a fully virtualized server environment designed to support current and future needs while reducing the total cost of data center operations.



Modernize application delivery and transition to a virtualized environment for the delivery of core and peripheral applications.



Worked along with the health system's IT team and provide cost-effective solutions for the virtualized hosts.



Put together a Dell Solution for performance requirement at \$80,000 and the overall budget including end-user computer solution was under \$280,000.



### Challenge

- Identify, procure, and deploy a virtual host environment and thin clients.
- Evaluate existing environment and identify solution that better enables care delivery.



### Solution

- Dell Products:
  - Latitude Notebooks
  - Optiplex Desktops
  - Wyse Thin Clients
  - Power Edge Servers
- Zones Services:
  - Evaluation of existing systems
  - Product selection (hardware and licensing)
  - Deployment of Dell solutions



### Results

- Virtual server and EUC environment implemented on time and \$280,000 under budget.
- Efficient and cost-effective solution for virtualized hosts from both a hardware and licensing perspective.

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## The Challenge

When a community-owned health system wanted to modernize application delivery and end user computing, they decided to transition to a virtualized environment for delivery of their core and peripheral applications used throughout the hospital and supporting clinics.

During the initial phases of the virtualization project, a merger agreement was reached with a larger health system. Our client was also in the process of updating their EHR software. This accelerated the virtualization project.

With an impending deadline and a strict budget, our client needed to quickly identify, evaluate, procure, and deploy a virtual server host environment and thin clients.

## The Solution

After evaluating the status of the health system's server environment, we outlined the resource needs of the new virtualized environment. Working along with the health system's IT team, our solution architect and technical teams identified Dell as the most efficient and cost-effective solution for their virtualized hosts, from both a hardware and licensing perspective.

We then turned to end user compute (EUC). We held multiple conference calls to identify appropriate models followed by a series of demo deployments for onsite testing. Based on the health system's time frame and projected product availability, our team established the timetable for the EUC deployment.

## The Results

With the successful deployment of a fully virtualized and future-ready server environment, the health system is experiencing a lower total cost of operation of their data center environment. Our team put together a Dell solution that met all performance requirements and reduces hardware and licensing costs by \$80,000. We were also able to complete the deployment of end user compute solutions for \$200,000 less than the amount budgeted for this piece of the project. The final tally shows that the combined virtual server and EUC environment was implemented on time and \$280,000 under budget.

Implemented project on time and  
\$280,000 under budget.

\$280K



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