



ITSAVVY  
ENGINEERS DESIGN  
KEY UPGRADES

“I think we had 6-7 servers before and now we have close to 30 virtual servers. When you figure \$8,000 for a physical server it’s not hard to see the ROI.”

Mitch F., Network Administrator

### About the Client

ITsavvy’s client provides the highest quality care in Southwest Iowa. They have a state-of-the-art healthcare facility--offering the treatment capabilities and expertise of a large medical facility with the warmth and personal care of a community hospital. Their facility includes an intensive care unit, birthing center, 24-hour emergency services, and a fully equipped surgery department. Dedicated and highly qualified employees offer a full range of healthcare services close to their patients’ homes. Their values: teamwork, integrity, compassion, excellence and respect are what allow them to outshine other healthcare providers.

### OVERVIEW

**Industry**  
Healthcare

**Client Profile**

ITsavvy’s client provides the highest quality care in Southwest Iowa. They have a state-of-the-art healthcare facility--offering the treatment capabilities and expertise of a large medical facility with the warmth and personal care of a community hospital.

**Business Situation**

The client had a significant 2-year renovation project that included major upgrades to existing facilities and a new orthopedic and sports medicine center. They had many physical servers and wanted to remove some servers out of their datacenter and add new equipment.

**Solution**

ITsavvy designed, installed and implemented EMC SAN storage, VMware and appropriately configured HP servers. ITsavvy applied its extensive experience in this type of project and dedicated time to design everything to the clients exact requirements.

**Benefit**

ITsavvy addressed the client’s needs with a “tested and proven” solution as they have implemented in similar projects previously. So the end results were what ITsavvy and the client expected.

## Their Challenge

The client is a full-service healthcare center that is currently in the middle of a significant 2-year renovation project that included major upgrades to existing facilities and a new orthopedic and sports medicine center. They had many physical servers and wanted to take some of those servers out of their datacenter and add some new equipment. Additionally, they had goals for better flexibility and disaster recovery capabilities. “We have been focusing on virtualization,” said Mitch F., Network Administrator with the client. “We wanted to cut costs and enable redundancy.”

## Our Solution

Ralph Oxley, Senior Client Executive with ITsavvy, explained, “We worked with them to determine the virtual sizing and made recommendations based on their existing environment plus 2-3 years of growth. That’s our policy. We never want to sell a client something that they’ll end up outgrowing in six months. But on the other hand, if you plan too far ahead you risk major technology and workplace changes.”

Ralph is very familiar with the healthcare industry and knew that the design would be critical. Data has to be 100 percent fail proof and available at a moment’s notice, 365 days of the year 24/7. “With healthcare in particular, you can’t ever have a situation where a system is down,” he said. “It’s imperative that you design a business continuity plan that eliminates outages.”

The solution, designed, installed and implemented by Ralph and ITsavvy’s team of Advanced Solutions Group engineers, included EMC SAN storage, VMware and appropriately configured HP servers. Applying their extensive experience in this type of project, they took the time to design everything to the clients exacting requirements rather than just producing a basic solution.

ITsavvy implemented the virtualization and storage upgrades and performed additional follow-up training. They also worked with the client on Phase 2 of the project, which was implementing a secondary storage environment for disaster recovery.

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Ralph Oxley, ITsavvy  
Senior Client Executive

## Their Success

“We choose ITsavvy because we like working with Ralph,” Mitch said. “He’s really thorough and patient. He always gives us 3-4 quotes and helps us work our way through them to see what we can get in our budget. He’s not pushy and doesn’t waste our time trying to sell us things that we don’t need. He’s also really knowledgeable. I wish all salespeople were like that.”

Ralph added that Mitch and the entire clients’ IT team have been a pleasure to work with. “They really embraced the technology,” he said. “Their data technology capabilities are so much greater now and they are taking full advantage of everything.”

The client is enjoying the time and cost savings and the additional peace of mind. “We have redundancy where we didn’t before and that’s a big plus,” Mitch said. “I think we had 6-7 servers before and now we have close to 30 virtual servers. When you figure \$8,000 for a physical server it’s not hard to see the ROI.”

Mitch added, “Ralph and the Advanced Solutions Group engineers are amazing. I even called them on a Sunday and they answered. Everyone is really good at what they do. Rather than just call over the phone, they will come down here when they need to and that personal service makes a big difference to us.” The upgrades ITsavvy provided were tested recently when the facility was struck by a tornado and suffered damage; the technology continued to perform seamlessly.

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### The ITsavvy Solution

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- HP Servers

#### SOFTWARE

- VMware



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