



## CHALLENGE

When the Johann Borgers data center environment could no longer reliably support key administrative functions, the IT team needed to replace it with a manageable, scalable, and highly available storage and server solution.

## SOLUTION

Deploying virtualized Dell PowerEdge 2900 servers with a Dell/EMC CX3-10c storage area network simplified IT management by enabling the company to shift to thin client computing, allowing employees to add and update software centrally, and reducing routine maintenance time.

## BENEFITS

- Simplified infrastructure helps reduce configuration time for new clients from three hours to 30 minutes and helps reduce routine IT maintenance by 25 percent.
- Streamlined management of end-user PCs helps save €24,000 annually.
- Individually upgraded components help maximize the technology life cycle.

# KEEPING TRIM

**Virtualized Dell™ PowerEdge™ servers and Dell/EMC storage help German automotive textile leader Johann Borgers streamline IT management and reduce maintenance costs by 25 percent.**

Johann Borgers is the leading provider of acoustically efficient textile components for the automotive industry, with more than 4,700 employees worldwide. The company's core administrative activities are centralized at its headquarters in Bocholt, Germany, where office-based employees need constant access to key financial and performance data as well as enterprise resource planning (ERP) systems such as inventory management, accounting, and payroll. However, the seven end-of-life servers in the data center could no longer provide the reliability, availability, or performance the company required. Plus, employees accessed aging ERP tools on thick-client PCs, increasing the administrative burden for the IT team.

"We wanted to replace our old servers with a new storage area network [SAN] and virtualized server environment at our headquarters," says Stefan Schmeinck, IT administrator at Johann Borgers. "At the same time, we wanted to move away from our thick-client architecture to streamline software management and make critical applications available to employees centrally." By consolidating storage and key applications, Johann Borgers sought to simplify its IT infrastructure to enable significant administrative cost and time savings, increase scalability, and reduce the need to invest in additional hardware and software to support future applications and services.

## BUILDING A SIMPLIFIED INFRASTRUCTURE

Johann Borgers solicited proposals from several solution providers, but finally chose Dell for the project. "Dell offered us the best solution in terms of price and quality," says Schmeinck. "It was also ahead of the others in terms of professional competence, and we were convinced it was the right partner for us from the beginning."

Johann Borgers deployed three Dell PowerEdge 2900 servers with two quad-core Intel® Xeon® processors as well as a Dell/EMC CX3-10c SAN. Installing VMware® ESX 3.5 virtualization software on the PowerEdge servers enabled the IT team to create 10 virtual machines (VMs) running the Microsoft® Windows Server® 2003 Release 2 (R2) OS and Citrix Presentation Server™ 4.5 software. By running Citrix software on these VMs, the IT team can offer its base of 120 users anytime, anywhere access to the Infor ERP application and to Microsoft Office applications. Although remote access functionality is currently limited to headquarters staff, ultimately all

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Johann Borgers sites will have real-time access to critical applications and data at company headquarters.

Dell Infrastructure Consulting Services worked with Dell partner CEMA to design the SAN infrastructure. A Dell Deployment Services team delivered and implemented the necessary hardware on schedule; CEMA installed the operating systems and software and deployed the VMware and Citrix systems. "Everything went according to plan," says Schmeinck. "We wanted to complete the project by the end of March, and that's exactly what Dell and CEMA delivered."

The Johann Borgers IT staff received in-depth SAN training as part of the company's Dell ProSupport for IT agreement. The agreement in place at Johann Borgers also provides 24-hour support from Dell service experts, 365 days a year—and guarantees a four-hour, on-site response time if there is a service issue. Plus, the agreement ensures that new or replacement hardware is shipped and delivered rapidly if necessary.

### **CENTRALIZING IT MANAGEMENT**

Transferring management of the local client desktop to the data center offers a single hardware and software management point from which the IT team can manage applications running on VMs and deploy new applications and upgrades without needing to update individual servers—helping speed the delivery of IT services to employees, save significant time on system maintenance, and simplify troubleshooting and manipulation of virtual resources. "Using the Dell SAN and server solution, we have been able to reduce the total cost of running machines by €200 per PC a year," says Schmeinck. "With our existing base of 120 users, which is the tip of the iceberg, this already represents savings of €24,000 annually."

Johann Borgers has also reduced client device setup time from three hours to 30 minutes. "By simplifying our storage

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—Stefan Schmeinck  
IT administrator at Johann Borgers  
February 2009

and server environment with Dell, we have dramatically reduced the administrative workload of the IT team and the cost of running each PC, delivering total time and cost savings of around 25 percent," says Schmeinck.


### **DEPLOYING GREEN IT AND ENHANCING AVAILABILITY**

The solution has delivered environmental benefits by reducing the organization's carbon footprint. Virtualization has increased server utilization and decreased the number of physical servers at the Johann Borgers headquarters from seven to three without compromising performance or capacity—enabling the company to reduce running costs, cooling costs, and maintenance costs while making its IT operations far greener than before.

Replacing the end-of-life servers has dramatically improved the availability of critical data and the performance of key IT services. "Our previous infrastructure could no longer provide the scalability and availability we need to support our business," says Schmeinck. "By contrast, the Dell equipment gives us the agility we need to deploy the next generation of business applications rapidly, with no need to purchase additional hardware." In addition, Schmeinck describes the Dell technology as "fail proof," because virtualization keeps key services constantly available even if hardware fails. "If we experience a fault, the VMware diverts

processing and storage for key services to virtual machines running on another hardware device. This means we have no downtime whatsoever and can repair faults without impacting our end users."

Server virtualization also improves the allocation of server resources and reduces the need to purchase additional hardware to support new applications and services. "If required, we can expand the solution by adding new hard disks to the SAN or memory modules to the servers," says Schmeinck. "This system will meet our requirements for at least the next five years with very little additional investment."

Based on its experience with this project, Johann Borgers now plans to work with Dell on simplifying its departmental servers and storage. "We are very satisfied customers," says Schmeinck. "From the earliest days of this project, it was clear that Dell is far ahead of the competition, and the final results we have achieved show this to be true." 

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