

SUCCESS STORY

Using CHARON-VAX, WorkflowOne goes green and saves money



The Challenge

WorkflowOne's acquisition of the Relizon Company in late 2005 created one of North America's largest end-to-end supply chain and logistics powerhouses. The plan was to launch new, innovative IT services and software that could support and manage the entire business document life cycle. However, the merger also imposed the daunting task of restructuring a company with over 5,000 employees and 32,000 customers across the United States.

To accomplish those goals, WorkflowOne needed to add more servers to their data center. They wanted a solution that would lower maintenance costs and increase the speed and performance of their existing hardware. The data center's UPS (uninterruptible power supply) was at 95% capacity, and, because of the size of their existing VAX hardware space was at a premium. The VAX equipment was business critical and in continuous use. Replacing the entire system would be both expensive and labor intensive. More than 50 employees would have to be retrained to operate the new equipment.

The Solution

After researching the problem, WorkflowOne discovered that the old VAXes accounted for the lion's share of the load placed on the UPS. The system consisted of two 3-CPU VAX 7630s and a 5-CPU VAX 7850 in a clustered configuration, as well as 800 GB of data on ancient disk drives. Data center operations manager Mark Gillespie asked Stanley Quayle of Quayle Consulting to suggest a solution to their VAX troubles. As a Stromasys partner, Quayle Consulting offers cross-platform virtualization solutions for Digital's VAX, Alpha, and PDP models. Via telephone and email, Quayle Consulting supported the IT team at WorkflowOne during a proof-of-concept that demonstrated how Stromasys's CHARON-VAX software could easily virtualize their entire VAX cluster.



 Quayle Consulting Inc.

PARTNER PROFILE

Quayle Consulting Inc. is an engineering company based in Ohio. Since 1992, Quayle Consulting has provided system virtualization, data migration, system administration, software development, and training services. As a Stromasys partner, Quayle Consulting offers CHARON-TB, CHARON-VAX, and CHARON-AXP products, support, and installation services. For more information, please visit:

www.stanq.com



CUSTOMER PROFILE

WorkflowOne Inc. is one of the largest providers of managed print and promotional marketing services in the US. Using their innovative Dual Network Advantage (DNA) solution, WorkflowOne offers design, procurement, purchasing, warehousing, fulfillment, and delivery of print and marketing services. WorkflowOne is a subsidiary of Workflow Management Inc. For more information, please visit:

www.workflowone.com





WorkflowOne selected a new HP Proliant server and external disk array (pictured below) running Microsoft Windows Server. Quayle Consulting was on site to provide support during the production cutover to the CHARON-VAX system. There were a few minor issues, but after several adjustments, the system was up and running, with the virtualized VAX online.



The Result

WorkflowOne achieved their objective, which was to save power, increase space, and lower cooling costs, while gaining better hardware performance and speed. After the CHARON-VAX solution was implemented, power consumption dropped dramatically, from 9,360 W to 600 W. Heat dissipation fell from 31,937 BTU/h to 2,038 BTU/h. Space was no longer an issue, as the original 48 sq. ft. (about 4.5 m²) required to house the equipment was reduced to four 9-inch rack units. The savings in annual maintenance fees covered the cost of the CHARON-VAX license, the new hardware, and the installation services. WorkflowOne has since purchased a second CHARON-VAX license key, so that in the event of a disaster they can recover the system almost anywhere, without the VAX hardware.

About Stromasys

Stromasys is the original and leading provider of enterprise-class cross-platform virtualization solutions, including PDP-11, Digital VAX and Alpha, HP 3000, and SPARC servers. The company extends the life cycle of business and mission-critical systems through virtualization, modernization, and system enhancement.

Founded in 1998 and headquartered in Geneva, Switzerland, and in Boston, Massachusetts, with sales offices as well as engineering, development, and research labs located around the world, Stromasys has implemented more than 5,000 cross-platform virtualization solutions for the world's leading companies in over 50 countries.

« We went from paying more than \$100,000 in maintenance fees per year to paying just under \$10,000 per year. And it took virtually no effort on our part. »

Mark Gillespie,

Data center operations manager,
WorkflowOne

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STROMASYS INC

Americas Region
2840 Plaza Place
Ste 450
Raleigh, NC 27612
United States of America
Phone: +1 919 239 8450
Fax: +1 919 239 8451
us.sales@stromasys.com

STROMASYS SA

Europe, Middle East & Africa
Avenue Louis-Casali 84
5th Floor
1216 Cointrin-Geneva
Switzerland
Phone: +41 22 794 1070
Fax: +41 22 794 1073
emea.sales@stromasys.com

STROMASYS ASIA PACIFIC LTD

Asia Pacific Region
Room 1102, 11/F, Lee Garden One
33 Hysan Avenue
Causeway Bay, Hong Kong
Hong Kong SAR of People's Republic of China
Phone: +852 3959 8788
Fax: +852 3959 8800
apac.sales@stromasys.com



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engineered solutions

www.stromasys.com