

ALAMEDA
Alliance
FOR HEALTH

Health care you can count on.
Service you deserve.

Industry: Healthcare

Challenge

- Space, weight, and overheating problems prevented adding needed capacity
- Not enough data storage to support current and future requirements
- Unable to support critical new development

Solution

- Kovarus professional consulting and implementation services
- VMware virtualization software
- EMC networked storage

Key Business Benefits

- Eliminated \$1 million outlay for new data center
- Resolved the power, cooling, and server overheating issues
- Positioned to rapidly respond to future growth needs without changes to the data center
- Storage and back-up capabilities now expandable and manageable
- Shortened time-to-market for critical development projects

Deployment Environment

- HP BladeSystem c-Class c7000
- EMC CLARiiON CX Series



KOVARUS CASE STUDY

"Now we have enough capacity for the next five years without having to invest \$1 million in a new data center. Kovarus made it happen for us."

- Craig Elsdon-Dew, CIO, Alameda Alliance for Health

The Customer: Alameda Alliance for Health

The Alameda Alliance for Health is a public, not-for-profit managed care health plan committed to making high-quality health care services accessible and affordable to lower income people living in Alameda County, California. With over 95,000 children and adults in the county relying on the Alliance for their health and well-being, the IT infrastructure supporting the organization and its members is a critical resource.

The Challenge: No More Room

The Alliance was literally running out of space – both physical space in its data center and disk space. The organization struggled daily to provide enough data storage. It didn't have the physical space, power, or cooling capacity to add new servers and server overheating was becoming a frequent issue.

Not only was the IT infrastructure becoming unmanageable, but it was bringing important development efforts to a halt. Reengineering of the organization's claims and membership system was dependent upon increased server and data storage capacity. Yet, the Alliance couldn't add any new servers or disks given the constraints of the current facility. To solve these problems, the organization considered spending over \$1 million to build a new data center.

The Solution: Virtualize the Environment and Centralize Storage

Kovarus proposed a significantly more cost-effective alternative to building out a new data center: server virtualization and centralized, networked storage. This solution dramatically reduced the footprint within the data center by consolidating physical servers. It also improved data storage capabilities and streamlined IT management. Most importantly, it enabled the Alliance to add capacity without making any changes to the data center.

" We chose Kovarus for the completeness of the solution and their proven expertise in the technology. All of our goals for the project have been met and we're well positioned for future growth."

**– Craig Elsdon-Dew
CIO, Alameda
Alliance for Health**

The Kovarus team of experts designed and implemented an EMC storage area network (SAN) for the Alameda Alliance for Health. In parallel, Kovarus implemented a server virtualization strategy and migrated the physical servers to virtual ones using VMware software. Throughout the process, Kovarus ensured a thorough transfer of technology and process knowledge to the Alliance staff.

Results

"Now my organization can deliver the services the organization needs. We've already added 12 new servers that we couldn't have done before," said Craig Elsdon-Dew, CIO of the Alliance. With the space, weight, and overheating issues in the data center resolved, the Alliance plans to add another 10 to 20 servers over the next several years. With its new VMware infrastructure, it now has the space to add up to 60 servers to seamlessly support organizational growth requirements – without having to make any changes to the data center.

The long postponed development projects are back underway and there's no longer a storage capacity problem. Retention capabilities were dramatically increased and back-up times reduced. The mission critical systems that support the Alliance's members can now be modernized and expanded.

"We chose Kovarus for the completeness of the solution and their proven expertise in the technology. All of our goals for the project have been met and we're well positioned for future growth," commented Elsdon-Dew.



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About Kovarus

Kovarus Inc., is a premier technology consulting firm that designs and executes strategies to address its clients' data and enterprise challenges around three key practice areas: virtualization, storage, and networking technologies. Our extensive industry expertise and proven methodologies enable organizations to assess their environments, ensure business continuity and maximize their technology investments. Headquartered in the San Francisco Bay Area, the company was founded in 2003 and has been chosen as a premier partner by leading technology companies including VMware, EMC and CISCO.



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