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Galileo Provides Key Insights During Retail Acquisition

The Challenge

When one company acquires another, there are more than a few factors at work that decision-makers must consider. Not the least of these are the IT solutions being used by the business and its newly acquired company. IT stakeholders have to take numerous steps to gauge the environments and applications used within the acquired organization, how these will be migrated and integrated into their own existing infrastructure and how these changes will impact overall performance.

> Migrations that take place as the result of an acquisition require specific insights and metrics about both environments.

Any missteps or miscalculations here can result in slowed performance or even critical downtime that prevents workers from completing important tasks. Migrations that take place as the result of an acquisition require specific insights and metrics about both environments to support operations both before and after the transition takes place.

Recently, one retail clothing company and long-time Galileo customer acquired another retail firm, and leveraged the critical performance management insights of Galileo Performance Explorer to save time and money while establishing a unified infrastructure.

The Solution

Because the clothing company that acquired the new subsidiary was a Galileo customer, the business already had access to essential insights about its infrastructure. The retailer's IT footprint included power server and IBM Storage, VMware and NetApp environments, and with Galileo in place, stakeholders had a full understanding of their existing workload requirements, as well as the capacity available for the newly acquired company's migrated IT assets.

This wasn't the first time the clothing company utilized Galileo – because the organization had been a Galileo customer for years and makes an acquisition approximately every 18 months, Galileo is a core part of the retailer's standard

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operating procedure to ensure the success of its acquisitions. Through the past four acquisitions, Galileo has served as a way to the newly acquired companies technology, tagging functionality and trade off assessments made from the Galileo Dashboard and Core Galileo.

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In this way, decision-makers could proactively determine the requirements of the newly combined infrastructure, including overarching needs for capacity and performance. This ensured that once new assets were moved to the retailer's existing infrastructure, assets would still provide the top-notch performance users had come to expect.

The Result

Thanks to the insights provided through Galileo's intuitive user dashboards, the retailer's acquisition stakeholders were able to streamline the migration of new assets

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to their existing infrastructure. Decision-makers quickly determined that only a single, additional power server was required to support the new IT assets. And with Galileo in place throughout migration efforts, executive and IT administrators were able to monitor their production footprint and critical IT assets throughout the process to ensure uninterrupted accessibility and performance.

Overall, Galileo Performance Explorer enabled the retail company to make informed decisions about the best steps to take for migration following their acquisition. The insights offered by Galileo saved the company considerable time and money, ensuring adequate support was in place for existing and newly migrated IT assets.

Check out this article to find out more about how Galileo can help streamline a merger or acquisition, and contact us for a free trial of our industry-leading infrastructure performance management solution today.

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