



Long-Standing Galileo Customer Gets New Insights with Enterprise Dashboard



The Challenge

A large electronics distributor was among the first Galileo customers to get a look at the new Enterprise Dashboard. A short demo of the dashboard quickly brought much-needed – and surprising – IT insights for the electronics company.

The electronics distributing company was paying millions of dollars annually to support the organization's hypervisor license.

During the demo, an executive for the business noticed a section of pie charts accessible via the Enterprise Dashboard, each showing the performance and capacity of the business' current hypervisor servers. The executive inquired if Galileo had the ability to show the number of cores per socket, as well as the number of sockets per physical server. He explained that his electronics distributing company was currently paying millions of dollars annually to support the organization's hypervisor license, which was licensed according to the number of sockets included in the company's server infrastructure.

Despite making requests to internal IT staff members to buy servers with more cores per socket – an effort which could lower the company's hypervisor license considerably – the executive was unable to pinpoint why the organization's hypervisor software costs remained the same and his physical server count had not reduced during the past four years.

The Solution

Galileo was able to quickly and easily aggregate the data the electronics distributor executive was seeking, creating two pie charts in a matter of days that showed the company's current server infrastructure. With these details in hand, the executive discovered that the majority of the 90+ servers used by the



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company had four to six cores per socket instead of 15 to 22 cores per socket, a specification he had asked his IT team to consider while purchasing the hardware.

The powerful insights available in Galileo's Enterprise Dashboard also showed that if the company utilized servers with more cores per socket, the organization could substantially condense its server farm, cutting the number of physical servers in half. This, in turn, would considerably lower the electronic distributor's hypervisor license and save the organization millions each year on software costs.

The Results

The electronics distributor reduced the company's data center footprint while maintaining the same CPU capacity.

Thanks to the granular details provided by Galileo's Enterprise Dashboard, the electronics distributor reduced the company's data center footprint while maintaining the same CPU capacity.

Following the demo and added insights offered by Galileo, the executive adjusted the company's fiscal budget to include the purchase of servers with more cores per socket. What's more, the executive now has the ability to ensure his IT requests are fulfilled, enabling the company to save significantly on its software costs.

To find out more about Galileo's Enterprise Dashboard, contact us today.



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