

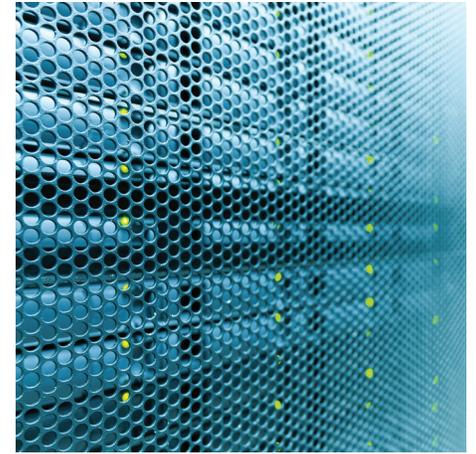


## Customer Success Story

PlateSpin Migrate

# Global Consulting and Systems Integrator Company

The company teamed with Micro Focus to deploy PlateSpin® Migrate from Micro Focus®—enabling it to migrate x86 workloads seamlessly and without disruption to business operations. The company also teamed with SUSE to migrate the SAP application landscape from UNIX-based systems to SUSE® Linux Enterprise Server for SAP Applications on x86 processor-based systems.



### Overview

With operations around the globe, this global consulting and systems integrator delivers a comprehensive range of infrastructure and software solutions to some of the world's largest companies.

### Challenge

After years of building a strong reputation in the outsourcing space, this global consulting and systems integration company sought new opportunities to expand its client base.

"As increasing numbers of leading enterprises recognize the operational efficiencies of the private cloud model, we saw a major opportunity to win a number of large and valuable

**"The Micro Focus solution enables us to perform migrations rapidly—even across Wide Area Networks—and without disrupting production systems, which is a critical requirement in our target clients' tenders."**

### SPOKESPERSON

Global Consulting and Systems Integrator

new clients," explained a spokesperson for the global consulting and systems integrator. "To give us the best chance of winning highly competitive tenders from billion-dollar businesses, we wanted to build a compelling value proposition.

"The aim was to demonstrate to potential clients that we could offer both a rock-solid infrastructure for their business-critical applications, and a proven, non-disruptive methodology to migrate, consolidate and relocate their workloads."

### Solution

The company evaluated the market for solutions to help it migrate x86 workloads from 32- and 64-bit environments—where many of its clients' business systems resided—to its data center without disrupting the clients' business operations. Of all the migration solutions the company considered in the x86 landscape, it was most impressed with PlateSpin Migrate.

"PlateSpin Migrate is highly compatible with a wide range of systems and hypervisors, enabling us to meet all of our migration requirements within a single platform—including physical-to-physical, physical-to-virtual and virtual-to-virtual," the spokesperson said. "Moreover, the Micro Focus solution enables

### At a Glance

#### ■ Industry

Computer Services

#### ■ Location

Undisclosed

#### ■ Challenge

The company wanted to offer clients a proven, non-disruptive methodology to migrate, consolidate and relocate workloads.

#### ■ Solution

Use PlateSpin Migrate to migrate workloads—physical or virtual—quickly and seamlessly with minimal downtime for business services.

#### ■ Results

- + Won a major outsourcing deal from a billion-dollar business
- + Migrated thousands of business-critical workloads to the data center within a tight timeframe, without any disruption to clients
- + Introduced new transformation projects for clients' SAP environments

**“By continuing our close collaboration with Micro Focus and SUSE, we are confident that we have found the winning formula for business growth.”**

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[www.microfocus.com](http://www.microfocus.com)

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With PlateSpin Migrate, the company can migrate physical workloads, as well as virtual workloads running on VMware, Hyper-V and Xen virtual infrastructures, quickly and seamlessly, with minimal downtime for business services. The company can even test the migrated workloads in-flight, enabling rapid remediation of technical issues without taking critical production systems offline.

To offer a total solution, the company also wanted a dependable server platform that is highly compatible with SAP applications. After careful consideration, it selected SUSE Linux Enterprise Server for SAP Applications.

“Many target clients also rely on SAP applications running on UNIX servers to manage their end-to-end business processes,” the spokesperson said. “In addition to being used by many companies in our industry, the SUSE solution is certified by SAP, which gave us the confidence it would meet our most demanding client requirements for application performance and availability.”

In partnership with SUSE, the company designed, implemented and configured a new infrastructure offering based on SUSE Linux Enterprise Server for SAP Applications.

## Results

By teaming with Micro Focus and SUSE, the global consulting and systems integrator

achieved its goal of building a strong value proposition for its managed services solutions, helping it to win valuable tenders from leading enterprises.

“Thanks to our Micro Focus and SUSE solutions, we can take compelling migration proposals to potential clients,” the spokesperson said. “We have already won a major outsourcing deal from a billion-dollar business—and our Micro Focus and SUSE solutions were key ingredients in our success. Using PlateSpin Migrate software, we were able to migrate thousands of business-critical workloads to our data center within a tight timeframe, without any disruption to our clients.”

In addition to migrating x86 workloads, the company now delivers transformation projects for its clients’ SAP environments. By migrating clients from UNIX systems to a high-performance x86-based SUSE server platform, the company helps them to realize their growth objectives without driving up the cost and complexity of the supporting infrastructure.

Looking to the future, the company can target even more new opportunities in the enterprise-managed services space.

“We are confident that this tender will be the first of many successful bids,” the spokesperson said. “By continuing our close collaboration with Micro Focus and SUSE, we are confident that we have found the winning formula for business growth—and we look forward to building strong relationships with large enterprises around the world.”



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