



Antares Management Solutions

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"Even as a knowledgeable customer, we frequently use the OnX Configuration Center to explore IT solutions. Often, the OnX configuration team identifies a better technology option at a better price."

--Soon Pak, Enterprise Storage Technical Development Coordinator, Antares Management Solutions

Antares Management Solutions dramatically improved solution delivery time for customers and projected over \$2 million in IT savings for the company.

The OnX Solution

Objective

- Design an infrastructure that meets the flexibility, availability and speed requirements of utility computing
- Develop better monitoring and management tools for determining workload capability

Approach

- Antares Management Solutions used OnX's expertise for the blade architectural design. "We have partnered with OnX for over six years because of their technical expertise and usage of best practices, such as technology roadmap services," said Soon Pak, Enterprise Storage Technical Development Coordinator, Antares Management Solutions.
- Engagement of VMware to configure the virtualized environment

Impact

IT Improvements

- HP BladeSystems with VMware saves Antares Management Solutions an estimated \$700 per server on power and cooling costs over a four year lifecycle period
- The company's network connections and fiber network connections were reduced by 2,400% and 4,800%, respectively.
- Disaster Recovery (DR) is now easier and faster, enabling recovery in a couple of hours for virtual guests
- 500+ servers require only 1-2 racks, saving 100 to 165 square feet of floor space

Business Benefits

- Antares Management Solutions' four year savings is estimated at \$11,261 (with DR) per VMware guest server. Overall projected savings is well over \$2 million
- The firm is now able to deploy customer solutions in hours as opposed to days

Company Overview

Headquartered in Strongsville, Ohio, Antares Management Solutions provides companies with hosted technology services such as Help Desk, Disaster Recovery, Data Center Network and Application Hosting to insurance and non-insurance companies alike throughout North America. As a subsidiary

of Medical Mutual of Ohio (MMOH), Antares Management Solutions also manages its parent company's IT, which, in turn, supports over 1.5 million members.

Challenges

Antares Management Solutions began solely as the internal IT department for MMOH. As they evolved into an MMOH subsidiary offering commercial IT services, Antares Management Solutions moved to an IT utility model. As a result, the company's IT infrastructure experienced significant growth in its server and storage segments, which doubled over the last few years.

Solution Snapshot

Hardware

- 28+ HP ProLiant BL685c Servers
- 450+ VMware guest servers with a 26 to 1 host to guest ratio
- 64+ HP ProLiant BL465c Servers
- HP Virtual Connect

Software

- Windows 2003, 2008, UNIX, AIX and Linux RedHat
- VMware ESX 3.5; testing 4.0
- MS SQL Server
- HP StorageWorks Storage Mirroring

Software services

- HP Care Pack Service

Who We Are and What We Do

OnX Enterprise Solutions is a global enterprise data center solutions provider with a suite of end-to-end solutions including the industry's leading Federated cloud solution offerings. The company designs, builds and manages complete data center environments comprised of multi-vendor offerings in four core areas - Hardware & Software Solutions, Cloud & Managed Services, Digital & Application Services, and Professional Services. Over the past 28 years, OnX has helped clients achieve exceptional business results that accelerate their growth and value. Headquartered in Toronto, Canada, OnX has a team of more than 500 IT professionals, revenues of more than \$750 million, and clients and offices throughout North America and Europe. OnX is a privately held company and majority owned by Marlin Equity Partners of Los Angeles, CA. For more information, visit: www.OnX.com.



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