

Private Cloud Success Story

Metering Drives Enterprise IT Cost Visibility



Challenges

- Highly diverse infrastructure and hypervisor environment
- Lack of clear IT project budgeting
- Inability to identify actual cost and profitability of business initiatives
- Free rider problem – downstream IT projects benefit from previous projects that overprovisioned resources

Solutions

- 6fusion Cloud Resource Meter is now used to meter all machines in the Company's entire IT environment, both physical and virtual across multiple hypervisors. This includes Cloud Resource Meter for VMware and Cloud Resource Meter for Xen.

Results

- SaaS platform allows implementation in weeks and rapid time-to-value
- Detailed reporting on IT resource consumption by department
- Ability to provide accurate IT cost and business initiative profitability
- IT group has moved from being a cost center to an internal service provider
- Workload orchestration, metering and management in one easy-to-use platform
- Clear path to utilize the public cloud when the Company is ready

Company and IT Overview

The Company operates a 24-hour cable network that reaches about 100 million US homes and a web site that has more than 60 million users per month. The Company is divided into two primary business units, each with their own P&L.

The IT organization is moving toward a centralized internal IT service provider model that supports both lines of business. The IT infrastructure is owned and operated by the Company with approximately 400 physical servers and 700 virtual servers across the business. The majority of the virtual servers are running open source Xen Server, but the Company also uses VMware vSphere for virtualizing Windows workloads.

Challenges

The Company was challenged with a lack of accurate cost data and visibility into consumption across a highly diverse infrastructure, hypervisor, and application environment.

• **Limited IT resource visibility**

Because the Company was running a highly virtualized infrastructure with multiple hypervisors, getting accurate and comprehensive data on how the IT resources were being consumed was extremely difficult. The IT group knew they could improve the business value they delivered to the Company through utility metering their infrastructures, but they didn't have a mechanism to get a complete view of how their IT resources were being consumed by virtual machines or even how much a particular department or user was consuming.

• **Inefficient project budgeting**

As an IT-intensive organization, the Company's business initiatives required a significant amount of IT resources – compute, storage, networking, etc. As projects were requested IT resources were provisioned. When a project was requested for which there wasn't sufficient resources, that project was saddled with the entire cost of the next infrastructure investment.

• **Inaccurate cost and profitability data**

After numerous iterations of project challenges because of IT cost misallocation, the Company recognized their methodology heavily skewed IT and business initiative costs, making accurate costing and project profitability determinations nearly impossible.

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About 6fusion

6fusion provides utility-metered cloud infrastructure management solutions that enable global workload distribution across public, private and hybrid clouds in pay-per-use billable utilities. The unique metering algorithm, Workload Allocation Cube (WAC), creates a commercial standard to quantify supply and demand for compute resources.

For IT service providers, enterprises and independent software vendors, and Infrastructure Owners/Operators, 6fusion simplifies and streamlines Infrastructure-as-a-Service (IaaS) via a single console that provides valuable insight into consumption, performance benchmarking and cost allocation without vendor lock-in.

Solutions

The Company adopted 6fusion's innovative SaaS based UC6 platform and Cloud Resource Meter to meter all machines in the Company's IT environment, both physical and virtual across multiple hypervisors. Their infrastructure now includes Cloud Resource Meter for VMware and Cloud Resource Meter for Xen, and they plan to deploy Cloud Resource Meter for Linux on their physical machine environments to expand visibility across that infrastructure as well.

Results

The Company has seen tremendous benefits from working with 6fusion, including:

- **Shift to an Internal Service Provider**
Cloud Resource Meter has been a key component in the IT group's move from being a cost center to an internal service provider.
- **IT Project Budgeting Transformation**
Using this technology has enabled the Company to deliver accurate IT cost and business initiative profitability, transforming their business process and putting IT in a leadership role in the Company.
- **Detailed reporting**
The Company now has the ability to provide detailed real time and historical reports on IT resource consumption, from the department level down to the individual VM level.
- **Workload orchestration**
6fusion's platform gives the Company the ability to provide end-user self-service for deploying and managing workloads across private and public cloud environments.
- **Built-In Hybrid Cloud**
Because 6fusion provides access to a federated network of public cloud providers using the same technology, the Company now has the ability to leverage a hybrid or public cloud model when the Company is ready.

Visit www.6fusion.com to learn more and take advantage of the Utility Metered Cloud today!



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