



## Investment Bank

Faster Provisioning with Lower TCO

### Business Value

- TCO reduced by 75 percent
- Floor space reduced by 80 percent
- Server consolidation from 20 to four
- Provisioning from three weeks to minutes
- N+1 disaster recovery

### Executive Summary

To improve operating efficiencies and enhance client services, this leading investment bank is using PAN Manager® Software by Egenera® to drive its global order-routing application system accessed by thousands of users worldwide that processes some 20 million transactions per day. Results include server consolidation, better performance, and total cost of ownership one-fourth that of their prior infrastructure architecture.

### Business Challenge

As an industry leader in leveraging technology to automate business processes, this investment bank was experiencing a steady increase in the numbers of servers required to host applications and administrators needed to manage these systems. With data center space at a premium, and qualified personnel increasingly scarce and expensive, the answer to reducing both capital and operational costs was server consolidation. The bank set out to find an Intel®-based solution running Linux®, along with a virtualization infrastructure management system, that could maintain the security, availability, and manageability needed for mission-critical applications.

### PAN Manager Solution

The customer evaluated the PAN Manager Software by Egenera against proprietary solutions and found that an application requiring 20 RISC Unix servers could be deployed on just four x86 servers in an Egenera processing area network (PAN).

Moreover, provisioning and configuration tasks that once required three weeks or more with traditional servers are now performed in just minutes with PAN Manager, enabling IT to accommodate growth and launch new applications in a timeframe never before possible. In the time it takes to provision a single legacy server, dozens of servers can be provisioned using PAN Manager. Simplifying server deployment allows developers to focus on strategic initiatives, which means the bank can respond more quickly to business opportunities.

Improvements in I/O throughput have also been realized compared to legacy servers, thanks to PAN Manager's high-performance, intelligent fabric and I/O Virtualization. With PAN Manager's built-in software switches, server-to-server communication never leaves the PAN—which means significant gains in transaction-processing rates.

**The Value of Virtualization:** IT management characterizes PAN Manager as "a new way of providing a generalized hosting facility for applications." Using PAN Manager, the processing resources can be divided into multiple partitions, each supporting a unique business service. At the same time, spare servers for failover and additional capacity are pooled and accessible to every application, significantly reducing the amount of hardware that must be deployed. Since clustering is built into PAN Manager, "configuring scalability and high availability is no longer a major systems engineering project for every application," in the words of one IT professional.

*"Competitive advantage is about agility, about how quickly you can adapt to change. Being able to not only meet, but anticipate customer expectations—and deliver new products ahead of the competition—is crucial to our success."*

*Chief Technology Officer*

# Finance

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Likewise, PAN Manager enables N+1 disaster recovery, wherein multiple production data centers share a single backup site. Leveraging the interoperability between the PAN Manager, EMC's Symmetrix® enterprise storage systems and EMC Symmetrix Remote Data Facility (SRDF™) business-continuance software, the bank is meeting its DR requirements through implementation across multiple regional data centers.

**The Bottom Line:** A TCO analysis revealed that their data center infrastructure, once fully configured with x86 servers running under PAN Manager, delivers better performance at one-fourth the cost of proprietary servers with their necessary additional external network and storage switches. PAN Manager, with its built-in clustering, built-in high availability, remote management and other enterprise-class features, has significantly reduced capital expenditures. With its first application, the firm saved over \$900,000 in hardware and software costs alone and expects to save millions as more applications are deployed.



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