

## Global Financial Services – VMware® Jumpstart Initiative

Derive Technologies™, a VMware® Virtual Partner Reseller, responded to the needs of an international financial services company – a U.S. branch of a global financial holding company – for **urgent VMware virtualization training (VMware Jumpstart training)** with a certified consultant from Derive's Professional Services team.



### Company Overview

International financial services company, part of a U.S. financial holding company, that supports local sales of international stock (Asian) in enterprises based in the holding company's home country.

### Challenges

- The financial services company is adopting virtualization to *"(drive) capital and operational efficiency above and beyond the simple benefit of safe partitioning"* within their technology environment.
- Facilitation of this practice will come with the implementation of virtual infrastructure solutions from the industry leader, VMware.
- VMware training programs were to be facilitated for staff to support the impending implementation.

### Solution Snapshot

- VMware provides training through their professional services organization but could not schedule training within the financial services company's specified timeframe.
- Derive Technologies, a VMware® Virtual Partner Reseller, was able to respond to the financial services company's need in short order with a certified consultant from the Derive Professional Services team.
- VMware Jumpstart Trainings (4-days) were conducted for 4 technology team members by the accredited Derive Consultant on the following solutions:
  - VMware Virtual Infrastructure
  - VMware Physical Machines to Virtual Machines (P2V)

### Benefits

- Some virtualization had already been tested by the financial services company; training also enabled the company's team to conduct virtual-to-virtual migrations (e.g. for their Disaster Recovery site in the New York Metro area).
- Further consolidation and cost savings – Through knowledge of virtualization enabling the decommissioning of older machines
- Assistance with installation of ASX server by Derive consultant

### Business Needs/Key Benefits

- Consolidate stand-alone servers to reduce hardware costs, licensing fees, power, and maintenance expenses.
- Hands-on training in emerging VMware technologies
- Accredited training delivered on-demand (urgently).

### Resulting Technology

- VMware P2V (and virtual-to-virtual) technology
- VMware ESX Server
- VMware Virtual Infrastructure 3 (VI3)
- Fully-functional virtualized test environment