



CHALLENGE

With demands for IT services accelerating, AZ Damiaan needed to improve data storage, consolidate server numbers and improve management of the overall infrastructure.

SOLUTION

Hardware:

- Dell™ PowerEdge™ 1855 blade servers
- Dell | EMC CX300 storage area network (SAN)

Software:

- VMware ESX Server
- Altiris® Server Management Suite™

Services:

- Assessment, design and implementation
- Gold Enterprise Support
- VMware Platinum Support and Subscription

BENEFITS

- Total cost of ownership reduced by 40 percent with combined blade server and virtualisation solution
- Blade servers with virtualisation software reduce server numbers from 18 to five
- Industry-leading support from Dell provides peace of mind and reliability
- High availability and reduced system downtime from flexible, scalable and advanced-performance infrastructure

Belgian hospital's new consolidated server infrastructure delivers 40 per cent cost savings

AZ Damiaan adopts Dell™ data storage network and blade servers with virtualisation software to consolidate infrastructure and cut costs

Today's healthcare industry uses the power of IT solutions to improve services. However, with limited budgets and space restrictions on hardware, hospitals face serious challenges in meeting service expectations.

AZ Damiaan, a medium-sized hospital in Belgium, increasingly relied on IT to meet patients' needs. Over time, more physicians, for example, began to depend on immediate access to networked data for diagnoses and as part of patient treatments.

All this meant the IT department regularly needed to expand the hospital's server infrastructure to support an increased number of healthcare-related applications. With limited data centre capacity, the current rate of expansion was unsustainable.

Based on its good working relationship with Dell™, the hospital turned to the vendor for support to address these challenges. Paul Henon, ICT Manager at AZ Damiaan, says: "Dell helped us plan a new IT solution for the hospital with clear goals. It suggested we consider an innovative approach of consolidating our servers with a virtualisation solution. This would also reduce management and costs—a great combination."

Dell proposed a consolidated infrastructure running on Dell blade servers and including the latest virtualisation and



management software to maximise the business value of the hospital's IT investment. It also recommended replacing an existing SAN, which had come to the end of its lifecycle, with a Dell | EMC solution that combines cost-effective management and scalability with incredibly secure data storage.

Why Dell?

Henon says: "Not only did Dell understand our needs and have a price advantage, but we liked the way it worked. It was very to the point. If we asked an easy question, we would get the answer that day. If it was difficult, we knew we would get an answer the next day. We liked that."

The new-look server infrastructure includes Dell™ PowerEdge™ 1855 blade servers that deliver exceptional performance and reduce the number of servers required.



“Dell™ blade servers are the way to go. They give more processing power and scale large enough to realise economies.”

— Paul Henon, ICT Manager, AZ Damiaan

VMware ESX Server software creates virtual servers within each blade, while Altiris® Server Management Suite™ automates many of the day-to-day IT management tasks. To refresh the storage infrastructure a Dell | EMC CX300 storage area network (SAN) was also installed to ensure safe storage of business-critical data.

With the full support of Dell, the hospital installed the new infrastructure within two days. Henon says: “Dell delivered everything on time, and the project was implemented quickly and smoothly. The knowledge transfer from Dell took place on day three. It was great service.”

To ensure the performance of the new solutions is optimised, Dell is providing a number of support packages including 5-year Gold Enterprise Support for the SAN and blade servers and 5-year Platinum Support and Subscription Services for VMware software.

Server consolidation and virtualisation delivers excellent price performance

Using the Dell™ PowerEdge™ 1855 blade servers in combination with VMware ESX Server, it was possible for AZ Damiaan to consolidate an 18-server infrastructure down to five blade servers.

Henon says: “Dell blade servers are the way to go. They give more processing power and scale large enough to realise economies. Compared with spend on individual servers, we have achieved savings of 40 per cent. We saw this benefit immediately from implementation of the blades and VMware environment. In addition, Dell’s blades offer the crucial element of space savings.”

Ease of management delivers time savings

Operating an environment containing Dell™ blade servers and VMware offers simplified management and easier deployment of new servers. With reduced server numbers, maintenance

is immediately easier. The design of Dell blade servers ensures reduced power consumption and cabling with easy installation.

Using Altiris Server Management Suite has also helped to automate much of the system management tasks. Henon says: “Our previous system was difficult to manage and sensitive to different configurations. Altiris has changed all that. It integrates easily into our helpdesk and inventory management systems. This has reduced the administrative burden and helped us get rid of paperwork.”

High availability brings service continuity

The Dell | EMC CX300 SAN provides excellent data security that scales easily and cost-effectively to meet the demands of the hospital’s medical applications. With its pay-as-you-grow design the SAN allows additional expansion enclosures for greater storage capacity. This ensures that AZ Damiaan can provide enterprise-class data security for business continuity for years to come.

Henon says: “We run mission-critical applications on the system, such as the pharmacy system which needs to run a 24 hour a day, 7 days a week service. We now have greater peace of mind. This was also achieved without increasing the number of IT staff in the hospital.”

Expert Dell support steers successful deployment

Working with Dell, the hospital ensured expert support during and after deployment of the new infrastructure. Henon says: “Dell worked with us at every stage of the project: planning, implementation and support. It also monitors our systems remotely. In fact, it identified two issues, which we only found out about when they called to say they would be coming in to resolve them. Dell gives us a great service.”

Dell’s proactive approach to customer relationship management was another important element for AZ Damiaan. Henon believes that the relationship with your account manager is crucial.

Henon continues: “Any supplier can have great technical experts. But with Dell, you also get excellent management. Our account manager follows our progress continually, checking that everything is working well and discussing new technologies and solutions.”



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