

# Virtualization Case Study for TARASPAN

## Organization Profile

TaraSpan is a multinational company that accelerates and helps de-risk India market entry, enhances software product engineering, and maintains global support for technology companies. We take a complete holistic view of India for Sales, Service and Support. With corporate headquarters in Ottawa, Canada, a UK office in Bristol, and an Indian headquarter in Gurgaon, India, we span the gap that exists for technology companies to participate and benefit from the India market opportunity, access to a world-class talent pool, and partner with the rising technology powerhouses of India.

Founded in 2007, today we have offices in India in Gurgaon, Mumbai, Pune and Bengaluru, and represent and sell some of the world's best technology products not only to the India market but the surrounding countries like Bangladesh, Sri Lanka and the UAE. We also provide software engineering services to some of Canada's leading technology companies, and have facilitated and managed partnerships with top Indian technology companies. We incorporate the client's input and vision and help set the direction to succeed in this complex market together. With over 150 people on the ground we have helped numerous companies achieve their goals successfully.

Our Unlock India™ services include:

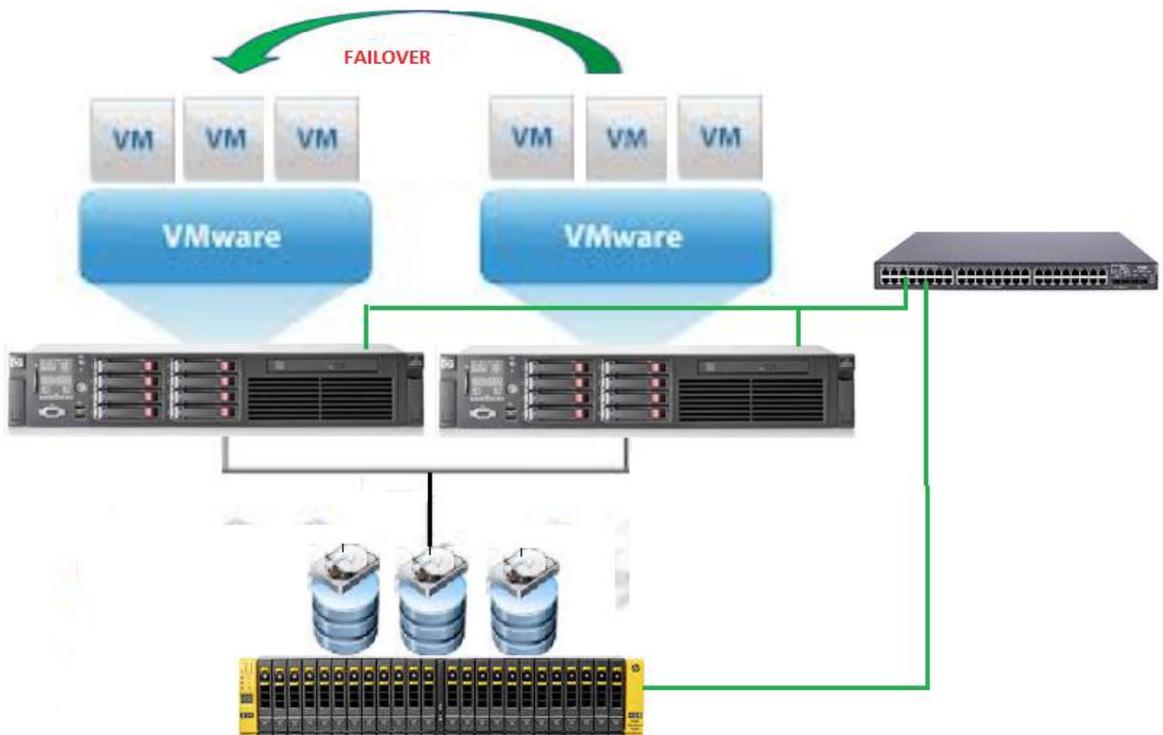
- Market assessment and market entry strategy development
- Local-market representation including sales, pre-sales, post-sales and
- Channel management including the channel identification, recruitment, and management of channel programs
- Hosted value-added Business Development
- Finance, build, operate and transfer of an operational sales and marketing subsidiary
- Software product engineering
- Global technical support for highly complex technology products

## Customer Pain Area / Challenges

- 1) Upcoming project required 100% Uptime.
- 2) Time consuming process to provision the Server.
- 3) Always headache to increase the server.

- 4) Lot of time get spent in testing & reverting the system in case of problem.
- 5) Security & vulnerabilities always a pain.
- 6) Performance challenge.
- 7) Lot of investment in storage for the server considering the future growth.
- 8) Backup & restore always a pain.
- 9) Always increase in Rack Space, Power, cooling & complex Network.

## Solution Offered



- 1) Offered a solution with vSphere Essential Plus which include 6 Proc, 3 host hypervisor license with High Availability.
- 2) 2 HP servers which quiet enough to sustain existing load with 2 years compute growth.
- 3) HP SAN storage to sustain high IOPs requirement for the business critical server like Database server.

## Competition Scenario

- 1) Competition comes with same solution with different OEM products.
- 2) Which has the lot of limitation in terms H/W & S/W.
- 3) Hardware component is not covering the future growth & Support.
- 4) Other OEM Hypervisor is quiet heavy, consume more resources, frequent upgrade & patches are required. More complex to deploy.
- 5) Vendor is less sound on virtualization platform & deployment.

## Benefits

- 1) Guaranteed 99.9 % Uptime.
- 2) Easy to provision Multiple Server.
- 3) Easy to scale.
- 4) Easy to take the snapshots & revert mechanism.
- 5) More Secure platform with less vulnerabilities.
- 6) Higher consolidation ratio with no impact on compute.
- 7) Thin Provisioning.
- 8) Easy to backup & restore.
- 9) Saving in terms of Rack Space, Power, cooling & complex Network.

## Implementation

- 1) Validated the physical site before the material get delivered & provision the required thing like power point & other stuff in datacenter.
- 2) Implementation document get filled before the material get delivered so all the SOW is documented.
- 3) With the help of above two thing we completed the project in single business day with demo & failover testing.

## Customer Feedback

“Solution & the services offered by the Vintech is awesome, it fulfilled all my project requirement & timely deployment helps me in my KRA.....” By Mr. Madhav Kapsikar, IT Manager.