



## DBA Consulting helps Huge Business and Household Foodservice company to save \$50,000 instantly by avoiding outages.

### Overview

**Country:** United States

### Customer Profile

DBA Consulting's client for this case study was founded in 1871, and operates 250 non-membership warehouse stores for food and foodservice supplies in California, Oregon, Washington, Arizona, Nevada, Idaho, and northwestern Mexico. It trades on the New York Stock Exchange (NYSE). As per DBA's contract, we have agreed to keep the client name confidential.

### Business Situation

With **AIX** consolidation and newly purchased resources, performance monitoring and capacity planning needs were crucial. Existing system management software was not providing the necessary features and was too complex. DBA needed to provide a solution that would help with consolidation plans and drive the AIX performance of new resources.

### Solution

DBA Consulting chose up.time 4 because it provided the 3-D graphing, automated reporting, alerts, and capacity planning solutions required in a large **AIX** environment, with the ability to grow and manage a heterogeneous infrastructure in the future.

### Benefits

- ✓ Immediately saved \$50,000 during the first proactive outage alert.
- ✓ "It has paid for itself 10 times over in the first 3-4 months," - Cristian Speranta.
- ✓ Increased uptime by pinpointing problems before outages occur.
- ✓ Simple reporting for consolidation and finding virtualization opportunities.

"After using up.time, I can confidently say it's the only tool I recommend due to its analytical charting features, summery-at-a-glance functionality, point and click reporting, and its alerting and notification capabilities. These features translate into real world IT savings and result in a product that has easily paid for itself inside three months. Problems are highlighted before they become critical reducing response time to unscheduled outages. up.time should be the tool of choice for [AIX server environments](#)." – Cristian Speranta, Senior Technical Consultant, DBA Consulting.

DBA Consulting Inc. led a major business and household foodservice company, with a market capitalization of almost half a Billion dollars on the NYSE, to consolidate AIX servers, increase server performance and availability, and capacity plan for additional resources to drive company and shareholder growth. The project came in under budget and delivered above expectations. How? Cristian Speranta, a Senior Technical Consultant for DBA Consulting, advocates a proactive approach to IT management and as such depends on systems and [server management software](#), including [server monitoring](#), performance tuning, and capacity planning to aid in that goal. When Cristian evaluates different systems management solutions for his clients, he looks for ease of use for his client, out-of-the-box performance, standard and custom alerting features, automated professional reporting and graphing, capacity planning, and cost savings. "Within hours I had downloaded, installed, and started gathering stats on my client's AIX infrastructure. We're extremely impressed with up.time and I feel we're only just scratching the surface as to what it can do for our clients." – Cristian Speranta.



“Although I don’t require support often, uptime always responds within an hour or two. Not only are the support staff quick but they’re true experts, unlike other companies I have used in the past. With a large infrastructure on this project, it gives me peace of mind to have top notch support behind me. The support team makes me feel like a priority every time.”

- Cristian Speranta

### For More Information

For more information about uptime software inc. or up.time – Enterprise Monitoring and Planning Software that Just Works, please call the uptime Sales Information Center at 416.868.0152. Alternatively, visit our website to learn more about uptime at: [www.uptimesoftware.com](http://www.uptimesoftware.com).

You may also choose to download uptime’s latest software solution for monitoring and planning, up.time. [Download by clicking here.](#)

### Situation

DBA’s client needed an all-in-one [systems management](#) and [AIX server monitoring tool](#) for their AIX infrastructure that could also aid in [capacity planning](#). After looking closely at a number of software solutions, they chose uptime software’s “up.time 4.”

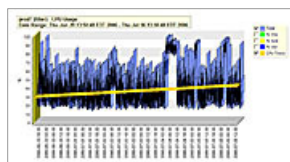
“If something goes wrong that I’m responsible for (servers, infrastructure, applications), I know about it before it becomes an issue and can be proactive rather than reactive in pinning down problems quickly. The historical trending let’s me know whether the issue happened quickly or if it built up slowly over time. Using up.time, we’re able to identify servers that were configured sub-optimally for more than two years and correct them to perform at peak efficiency. The new configuration settings resulted in improved system performance, and we were able to track and report that positive change to management with up.time reports,” explains Speranta.

### Cost Savings Made Simple

An early detection of an unscheduled outage by up.time, which was missed by another large installed system management product, was estimated to have saved DBA’s client over \$50,000 in one instance. up.time provides the alerting, reporting, and trending solutions at a cost that is unbeatable in the marketplace today.

“This product will easily justify its price, paying for itself within 3-6 months. In most cases, it’s even quicker than that.” says Speranta.

### Consolidation and Capacity Planning



Consolidation and virtualization scoping requires a deep

understanding of server utilization. Where can efficiencies be leveraged? When and where is new hardware needed? Historical and trending data presented in a meaningful way helps facilitate this type of required decision making. up.time’s historical graphing and reporting

strengths provide both out-of-the-box and customizable reports and graphs to help companies quickly understand if [consolidation](#) and [virtualization](#) make sense for their infrastructure.

### Monitoring with Ease




In any large enterprise environment, downtime is not an option. DBA needed

to provide a solution to monitor performance on both new hardware, as well as recent AIX consolidations. They needed a solution to report on CPU, memory, storage, growth, and provide historical trending analysis to track when servers were busy and when they weren’t. Would the new changes to the infrastructure perform in the real world? up.time answered these common problems with automated reports and automatically e-mailed those reports to selected members on the IT team and management. All this happens in the background, allowing you and your team to work on other high priority tasks.

“One of our production databases went down at 2am on the July 4<sup>th</sup> weekend (a U.S. holiday) and up.time alerted the team within minutes. Without up.time’s alert, this would have been at least a 24 hour outage. Another large monitoring product had been up and running on this server for more than a year and completely missed this critical outage. This highlighted how good up.time is at alerting and highlighting issues,” acknowledges Speranta.

uptime software’s up.time provides easy enterprise server and application monitoring along with smart capacity planning, all at a large cost savings.

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