

Stratus Technologies

Uptime. All the time.

Case Studies



Angelo Nam

DPROS INCORPORATED

Isuzu Motors Limited



"The line stops when the server stops, so reliability is absolutely required for the server."

Mr. Kazunari Fukasawa
Manager Information Systems Planning

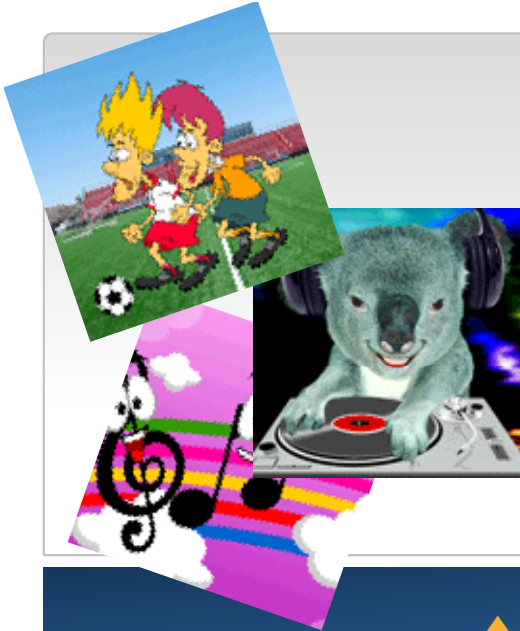
Stratus® ftServer® systems running Windows

◆ MCFrame / AEParts by Toyo Business Engineering ◆ Qualica SI

- One of the world's largest producers of trucks
- Implemented manufacturing execution system (MES) on ftServer systems to improved efficiency
- Benefits include: automated scheduling process, high performance, scalability, robustness

Uptime = Confidence

Sam Media



"You don't have to be a developer to understand how Avance works and how to manage it. And you don't need to spend three days in a class to get an understanding. The learning curve is very quick."

Robert Bos, Regional Operations Director

◆ Stratus® Avance® software ◆ Stratus support services

- Delivers entertainment service to mobile phone subscribers in 20 countries: videogames, ringtones
- Avance uptime assurance enables real-time communications with selling partners
- Clusters ruled out due to complexity, cost, SAN etc.

Uptime = Efficiency

Westpac Institutional Bank



"In reality, the only performance metric that matters is that our clients' transactions execute the first time, every time. We take comfort in the hardware resiliency Stratus provides, and the software resiliency of VMware."

Leigh Mahoney,
Executive director, core banking and transactional services

Stratus® ftServer® systems and storage ♦ Assured Availability PlusSM service
♦ VMware® vSphere® with VMotion

- Australia's oldest financial institution; financial transfers exceed AUD\$1.25M per minute
- Replaced 20 physical servers and storage devices with virtualized ftServer systems to reduce utility and operational costs
- SLA commit: 99.99% total solution availability

Uptime = Money

Global Financial Services Leader



Stratus professional and managed services prevent high client visibility to outages as well as millions of dollars in downtime costs and loss of preferred card status.

- ◆ Complete operational responsibility for multi-vendor infrastructure
 - ◆ Includes 150+ ftServer systems

- Stratus provides follow-the-sun proactive availability management with in-theatre live technician coverage
- Surpassed 99.999% uptime SLA for 24 months
- Best practices: ITIL, PMI, COBIT & Six Sigma
- Virtualization test & development underway

Uptime = Reputation



“Discovering ftServer, Stratus Technologies’ fault-tolerant server which delivers 99.999+ % availability, gave us the key.”

Thomas Schoch, Head of Products and Systems

Stratus® ftServer® Systems

- Global technology leader and innovator in power plant automation
- Web-centric, all-in-one software solution integrated enterprise management with power plant control
- Helped Siemens gain ownership of power generation management space by minimizing management and maintenance costs

ADAC Auto Club



“The servers were ready to go in less than one workday. We did one day of training – and since then we haven’t had much to do with the system.”

Ulf Farger, Project Team Leader ADAC

Stratus® Avance® software ♦ Invenate professional services

- The German Auto Club’s mobile test lane offers vehicle diagnostics to 1.2 million regional members
- Customers get 24/7 access to test results via project web site
- Avance-based solution reduced cost and complexity over alternative solutions

Uptime = Peace of Mind

Lengede Township, Germany



"During any server downtime, Avance ensures the continuation of processing automatically, without any data loss and without intervention by a system administrator. Other virtualization solutions didn't achieve this as seamlessly."

Eike Schinke, Lengede Township

Stratus® Avance® software ♦ MTS Systemhaus professional services

- Local government in Germany
- Small staff support town's registry, marriage bureau and property management departments
- Avance software provides the system availability the town needs at minimal cost with no additional staff

Uptime = Peace of Mind

Stader Daily Newspaper



"Including the additional hardware requirements, a classic virtualization solution would have cost about 40% more and a cluster solutions would have cost about 50% more."

Walter Hoffmann, Head of IT

Stratus® Avance® software ♦ MTS Systemhaus professional services

- Leading German daily newspaper
- Avance runs the newspaper's critical applications on five virtual servers
- No specialized training or certification needed to implement or operate Avance virtualization; set up was quick and trouble-free.

Uptime = Money

Rexam BCNA



"This is proving to be a very affordable solution which delivers key benefits to the business."

Paul Martin, Global CIO Rexam PLC

SAP® MII ♦ Stratus® ftServer® systems and storage ♦ Tata Consultancy

- World's largest beverage can maker with 17 sites in the United States and Mexico
- ftServer systems ensure local site survivability with "Store and Forward" Synchronization
- Resulted in superior uptime, operational simplicity, and cost savings

Uptime = Money

South Carolina Federal Credit Union



"There are quite a few things we wanted: new flexibility, reduced costs, added functionality, more personalized member service."

Arthur Harper, Vice President, Electronic Services

- ◆ Stratus® ftServer® systems running Windows Server
- ◆ Fiserv LinxGate ATM management software
- ◆ Stratus AA Plus support services

- Among 100 largest credit unions in United States with 80 automated branch / remote ATMs
- Selected Stratus to bring ATM management in-house
- Solution offers flexible services delivery, one-to-one member relationship management and disaster recovery with lower costs and rapid ROI

Uptime = Reputation

Barrow Alaska Weather Station



"Remoteness was a big concern. The servers were going in a data center where there was no full-time engineer on site. A server outage could knock out the system for several days, at least."

Tim Rettig, President, INTRUST GROUP



◆ Stratus® Avance® software ◆ Support services

- Northern-most US settlement on North American mainland
- Near real-time wireless weather data collection
- Unattended operation reduces weather station costs by 80%

Uptime = Efficiency

Pinellas County Utilities



"For me, the big benefit is support. Having Stratus engineers monitor and protect my server 24/7 costs less and is better than hiring a full-time technician. The server always runs and we never lose a thing. That's peace of mind."

Ken Osborne, SCADA supervisor

- ◆ Stratus® ftServer® systems
- ◆ VMware vSphere™ virtualization
- ◆ Wonderware software
- ◆ Stratus AA Plus support services

- Pinellas County delivers 71 million gallons of clean water and treats 30 million gallons of wastewater daily for the county's 23 communities
- Stratus provides "uptime, all the time" availability and plug-and-play simplicity for the virtualized Wonderware® automation platform
- Benefits include lower costs, simplified operations

Uptime = Peace of Mind

Columbia Memorial Hospital



"Stratus offered the reliability, simple operation and VMware support necessary to underpin a private cloud model for EHRs."

Cathy Crowley, CIO

- ◆ Stratus® ftServer® systems with VMware® virtualization
- ◆ EHR software ◆ Stratus ftScalable™ storage

- Large hospital data center in upstate New York serves 300 clinicians in 25 locations
- Implemented web-based, private cloud SaaS infrastructure for Electronic Health Records (EHR)
- Turnkey solution delivers best-in-class uptime, simplicity of operation and lower TCO

Uptime = Health