



Customer Solutions

With CHARON-VAX, WorkflowOne Goes Green and Saves Green



Company Profile

WorkflowOne, Inc. is one of the nation's largest providers of managed print and promotional marketing services. Utilizing their innovative Dual Network Advantage (DNA) solution, WorkflowOne offers design, procurement, purchasing, warehousing, fulfillment, and delivery of print and marketing services. WorkflowOne is a subsidiary of Workflow Management, Inc. For more information, visit www.workflowone.com or call toll-free 866-789-8999.



Partner Profile

Quayle Consulting Inc. is a Professional Engineering corporation located in Ohio. Since 1992, Quayle Consulting has provided system virtualization, data migration, system administration, software development, and training services. As a Value-Added Reseller for Stromasys, Inc., Quayle Consulting offers CHARON-TB, CHARON-VAX, and CHARON-AXP products, support, and installation services. Quayle also boasts extensive experience in OpenVMS, UNIX, and Linux operating systems. For more information, visit www.stanq.com, call 1-888-VAX-VMS-8 (US and Canada) or +1 614-868-1363 (Worldwide).

The Challenge

When WorkflowOne acquired The Relizon Company in late 2005, they created one of North America's largest end-to-end supply chain and logistics powerhouses. They planned to launch new, innovative IT services and software that would support and manage the entire business document communications life cycle; they also faced the daunting task of restructuring a company with over 5,000 employees and 32,000 customers across the United States.

The Opportunity

To accomplish these goals, WorkflowOne needed to add more servers to their data center. They wanted to find a solution that would decrease their current maintenance costs, and increase the speed and performance of their existing hardware. Their data center's UPS (Uninterruptible Power Supply) was at 95% capacity, and space was at a premium because of the size of their existing VAX hardware, pictured below. The VAX equipment was in use and business critical; replacement of the entire system would be cost and labor intensive, and more than 50 employees would require retraining before operating the new equipment.

The Discovery

After researching the issue, they discovered that their old VAX systems were drawing most of the power. They had two 3-CPU VAX 7630's and a 5-CPU VAX 7850 in a clustered configuration, as well as 800 GB of data on ancient disk drives. Data Center Operations Manager, Mark Gillespie, sought the counsel of Stanley Quayle, of Quayle Consulting, for a solution to their VAX woes. As a Value-Added Reseller for Stromasys, Inc., Quayle Consulting offers Cross-Platform Virtualization solutions for Digital Equipment Corporation's (now Hewlett-Packard) VAX, Alpha, and PDP models. Via telephone and email, Quayle Consulting supported the IT team at WorkflowOne during a proof-of-concept that demonstrated how Stromasys' CHARON-VAX software could easily virtualize their entire VAX cluster.



The old VAX hardware at WorkflowOne's Data Center.

Customer Solutions

The Implementation

WorkflowOne selected a new HP Proliant server and external disk array, pictured below. The server runs Microsoft Windows Server 2003. Quayle Consulting was on site to provide support during the production cutover to the CHARON-VAX system. They encountered a few minor issues, but after several quick adjustments, the system was up and running. The virtualized VAX was online.

The Results

WorkflowOne achieved their goals; they saved power, increased space, and decreased cooling costs. They also experienced an increase in hardware performance and speed. After implementing the CHARON-VAX solution, hardware power consumption dropped dramatically - from 9,360 watts to 600 watts. Heat dissipation decreased from 31,937 BTU/h to 2,038 BTU/h. Space was no longer an issue, as the original 48 square feet required to house the equipment was reduced to four 9-inch rack units. WorkflowOne's savings in maintenance fees over just one year covered the cost of the CHARON-VAX licenses, the new hardware, and installation services. WorkflowOne has since purchased a second CHARON-VAX license key; in the event of a disaster, they can recover almost anywhere, without the need for VAX hardware.



"We went from paying more than \$100,000 in maintenance fees per year to paying just under \$10,000 per year. And we did it with virtually no effort on our part."

**- Mark Gillespie,
Data Center
Operations
Manager,
WorkflowOne**

About Stromasys

Stromasys SA is a privately held company headquartered in Geneva, Switzerland, serving thousands of users in more than 50 countries. Stromasys develops and markets Cross-Platform Virtualization solutions that allow owners of PDP, VAX, and Alpha computers to continue to run their mission-critical applications - unchanged on new, industry standard computer systems. Stromasys SA was established in 1998 as part of a management buyout of DEC's (Digital Equipment Corporation) European Migration and Porting centre following the HP/Compaq merger. The vast experience gained from years of large-scale migration and porting projects, System-level VMS engineering projects and development of Binary translators eventually led to the development of the CHARON-VAX and CHARON-AXP products. For more information, please visit www.stromasys.com.