

SMI Replaces Aging Systems with Compact Fujitsu M10 Servers at Major Pharmaceutical Company

Fujitsu M10 Servers are “Blindingly Fast,” Help Cut Energy Usage and Datacenter Footprint by 95 Percent



Established: 1994

About: Systems Integrator providing technology solutions and services to the corporate, public and education sectors

Headquarters: Fairfield, Connecticut

URL: www.smi-tech.com

Executive Overview:

Specializing in IT services and solutions, systems integrator Systems Marketing, Inc. ([SMI-tech](http://www.smi-tech.com)) has earned a reputation for its outstanding customer support and in-depth knowledge of server, storage and networking technologies. What sets them apart from other integrators? “Our high level of product expertise allows us to customize solutions for specific clients, and unlike many vendors we’re not tied to a specific agenda” said Peter McLoughlin, President of SMI.

Recently, a major pharmaceutical company needed to upgrade from older SPARC systems due to insufficient performance and escalating maintenance costs. SMI suggested the company evaluate the affordable yet powerful [Fujitsu M10 SPARC servers](#) because they offer higher performance in a much smaller footprint with significantly less energy usage.

“The Fujitsu M10-1 server is a great way to introduce customers to the high performance and mission-critical reliability that the Fujitsu M10 enterprise-class family of servers is known for,” said McLoughlin.

The pharmaceutical company installed an evaluation Fujitsu M10-1 provided by SMI and was extremely impressed with its performance, leading to the follow-on purchase of **14 Fujitsu M10-4 systems** that are being used in Quality Assurance and General Production.

Solution:



Oracle Products

- Fujitsu M10-1 SPARC servers
- Fujitsu M10-4 SPARC servers
- Oracle Solaris 10
- Oracle Solaris Legacy Containers

When evaluating new server technologies, the client wanted systems that would allow them to continue running Oracle Solaris 10, and utilize the eXtended System Control Facility (XSCF) familiar from their older SPARC systems. The XSCF service processor technology gives administrators the ability to manage an organization's onsite or remote servers as well as help identify and prevent potential problems.

The client evaluated other options, but the ability to stay on Oracle Solaris 10 long term was unique to Fujitsu. They considered expanding their Linux/x86 platform but valued the higher performing and more reliable SPARC-Solaris systems. "Cheaper hardware running Linux would have meant lower upfront costs, but uptime, performance and reliability were the factors that drove the decision to go with Fujitsu M10 servers," according to McLoughlin.

The Fujitsu M10-4 servers have also proved extremely effective at consolidating and virtualizing older systems. This has allowed the client to start moving aging SPARC servers running Oracle Solaris 8 and 9 into [Oracle Solaris Legacy Containers](#) on the new Fujitsu M10-4 servers running Oracle Solaris 10. This large pharmaceutical company has now standardized on Fujitsu M10 servers and is looking to replace hundreds of older systems, including Sun Fire 6800/6900, SPARC Enterprise M5000 and Sun Fire V445/490/890 servers, over the next several years.

"A *single* Fujitsu M10-4 server was easily able to replace two Sun Fire 6800s and one Sun Fire 6900 - very large systems – resulting in immediate cost savings and a drastic reduction in energy usage of up to 86 percent – with headroom to further expand," said McLoughlin.

Why Oracle-Fujitsu and Fujitsu M10

The new Fujitsu M10-4 servers are "blindingly fast and provide enhanced reliability and scalability for the company's mission-critical operations," said McLoughlin. The client was able to purchase one Fujitsu M10-4 server for the amount it was paying for annual maintenance costs on its older, replaced systems. In addition Fujitsu M10 servers feature a unique core activation option; allowing users to start small and increase compute resources as needed in increments of two cores in a pay-as-you-grow model without interruption.

"The Fujitsu M10 server family offers an excellent price/performance ratio and has been a huge success with our customers across a range of industries," said McLoughlin. "Businesses or other institutions running mission-critical operations can immediately benefit from its superior performance, scalability and reliability."