



## Success Brief

### Virtualisation

Intel® Xeon® processors with four cores

Manufacturing

Data centre virtualisation



# For Camozzi Group, Optimal IT Management Means Data Centre Virtualisation

**Virtualisation project based on Intel® technology and implemented in cooperation with the system integrator Onion allows Camozzi Group to reduce data centre management costs.**

Camozzi Group operates in four main sectors: pneumatics (the traditional company core business), machine tools, textile machinery and energy. It has operations throughout the world via 37 companies with different technical and production specialisations, and counts on innovation as a fundamental element to meet the rapidly changing needs of its customers. Camozzi's IT infrastructure and that of its member companies is managed by Camozzi SpA, the group holding company. A data centre in Brescia, Italy, interfaces with all the department servers in the branch offices. In the last few years, Camozzi has had to deal with growing IT requirements stemming from its business expansion in increasingly differentiated and decentralised operations throughout the world. For this reason, virtualisation became a necessary step in spring 2007 and could no longer be put off. As a result, it turned to Intel® Xeon® processors with four cores.

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Gualtiero Bazzana,  
Managing Director,  
Camozzi Group

- **Sprawling IT infrastructure raises costs.** Camozzi Group wanted to reduce the total cost of ownership of its IT infrastructure, simplify management and reduce power consumption.
- **Virtualises data centre.** The company implemented Intel® Xeon® processors with four cores powering four HP servers and creating 30 virtualised servers.
- **Reduced data centre costs.** Virtualisation strategy reduces data centre management costs and creates space, energy and operational cost savings.

By embarking on a virtualisation strategy Camozzi's overall aim was to simplify the manageability of the whole IT infrastructure and streamline the transmission of information to and from group companies. Gualtiero Bazzana, Managing Director of Camozzi Group, said: “The decision to virtualise our data centres was based both on financial and environmental requirements. On the one hand, we wanted to reduce the total costs of ownership and limit on-site operations in the event of machine outage or malfunction, and on the other we wished to reduce power consumption.”

He added: “Key performance indicators were defined for each group company. These were parameters that needed to be complied with in order to keep in line with the company corporate social responsibility policy. Virtualisation proved to be an important innovative process that not only led to further company production improvement and cost reduction in general but also contributed to protecting the environment.”

# Camozzi Group extends IT operations through server consolidation

Faced with the need to make the whole IT infrastructure simpler to manage as well as rationalising space and local operations, virtualisation was a natural choice for the company. After assessing various offers, Camozzi chose an Intel solution proposed by Onion, a system integrator, combined with VMware\* virtualisation software. From the architectural point of view this proved to be the best solution. Consequently, the Camozzi Group was able to consolidate its data centre. The number of physical servers was reduced to four, on which 30 virtual machines have been created. This has meant a significant decrease in costs together with space, energy and operational savings.

The hardware platform chosen consists of four HP servers with Intel® Xeon® processors with four cores (2.33 GHz, 80 Watts) and a 1333 MHz front side bus. Intel Xeon processors with four cores perform 50 per cent better than the previous system with the same power consumption.<sup>1</sup>

Moreover virtualisation was a 'mission critical solution' for the Polpenazze del Garda plant, the most important company production site where components for industrial automation are manufactured. Bazzana said: "We needed to ensure continuous service 24 hours a day even in the event of software or hardware damage/outage even if this concerned only one machine. The solution was therefore cluster virtualisation." And at the heart of the cluster are Intel® Xeon® processors with four cores.

## Spotlight: Camozzi Group

- Camozzi Group is the global leader in the field of manufacturing a complete range of pneumatics, energy, machine tools and textile machinery. It has operated for over 40 years in this area and today, the group's presence spans the globe with operations in more than 70 countries.
- Camozzi invests heavily in the internationalisation of its organisation, decentralising responsibilities and developing the international expertise and entrepreneurial spirit of its country-level employees.



"What we have always appreciated about Intel technology is its extremely high reliability and the consistency of the product development roadmaps," said Bazzana. He added: "Working with Intel means being able to count on technology that renews and develops in compliance with preset times and methods, as well as being able to count on products that are always in line with our expectations".

Virtualisation also proved to be an effective solution for extending use of the SAP platform to all group sites abroad. Carmine Stragapede, Regional Business Manager, Intel Italy & Switzerland, said: "With virtualisation technology, companies are no longer limited to running a single operating system on a single underused server. They may easily have several other machines available with different operating systems and heterogeneous applications on a single reliable platform.

"Camozzi Group's experience is an excellent example of how a company that wants to optimise its data centre use by consolidating several environments on a single server may succeed in doing so in a reasonable time, maximising the resources available and reducing the number of systems that need managing for the same business and operations."

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