



**TRABAJO PRACTICO N° 12 basado en el texto *IBM Systems and Technology* (Case Study: AVALON), disponible en este documento.**

## Objetivos

- Resolver actividades de lecto- comprensión de diferente complejidad.
- Incorporar vocabulario técnico- científico en LE.



## ACTIVIDADES

- 1- **ENUNCIA** el tema de este texto.
- 2- **LEE** la introducción y **ENUNCIA** la información sobre *Avalon*.

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- 3- **CONTESTA:** ¿qué hizo IBM para atender las exigencias o demandas de sus clientes?

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- 4- **ESCRIBE VERDADERO, FALSO o NO SE EXPLICITA. JUSTIFICA.**

- a. Damir Mujic es un programador en Avalon. ....
- b. Avalon es compatible con Windows. ....
- c. El rendimiento no se ha incrementado. ....
- d. Avalon es un proveedor host en Europa. ....
- e. Existen otras empresas que ofrecen este servicio en la región. ....

- 5- En función de que tres aspectos se compara estos nuevos servicios de IBM con los de Dell?

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- 6- **EXPLICA** el motivo por el cual se dice que se ha logrado un ahorro sustancial.

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7- **ENCUENTRA** ejemplos de:

- Dos tipos de conectores diferentes y **EXPLICA** de qué se trata la oración en la que se utilizan. ....
- Tres tiempos verbales distintos. **CITA** la oración e **IDENTIFICA** el tiempo verbal. ....
- Tres frases nominales: ....

8- **RESUME** el contenido de este texto brevemente.

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## Avalon

*Differentiates itself from the competition with an innovative hybrid cloud solution*

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### Overview

#### The need

IT hosting provider Avalon was growing rapidly, but its infrastructure was struggling to keep pace with client demands for more agile and flexible hosting services and cloud-based offerings.

#### The solution

Built a hybrid cloud on IBM® System x® servers that supports both Windows on the Hyper-V hypervisor and CentOS Linux on the KVM hypervisor, and integrates seamlessly with public cloud services.

#### The benefit

Performance has increased dramatically, despite a 50 percent reduction in hardware footprint. Ongoing server and networking costs cut by 50 percent. Redundancy boosts availability above 99.9 percent.

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Avalon is a premium web hosting provider in Croatia. It has around 6,000 clients, mostly from the Adriatic region, and manages 16,000 domains. It is currently the only Croatian company that has attained both ISO 9000:2008 quality management and ISO 27001:2005 information security certification.

#### Meeting growing client demands

To support the growth of its business, Avalon needed to replace its aging infrastructure of dedicated Dell servers with a virtualized cloud platform that would be scalable and flexible enough to meet its clients' demands for on-demand computing.

Damir Mujic, founder and CEO of Avalon, comments: "Public and private cloud infrastructures each have their advantages in different situations. We wanted to find a hybrid infrastructure that could offer our clients the best of both worlds."

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*Avalon's customers want the freedom to deploy the best computing resources for each requirement, regardless of the underlying platform. "Our IBM System x solution enables us to create hybrid cloud solutions that allow our customers to scale both horizontally and vertically, bringing together private and public resources."*

*—Damir Mujic, founder and CEO, Avalon*

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## Solution components

### Hardware

- IBM® System x 3650 M4
- IBM System x3550 M4
- Intel® Xeon® processors
- IBM System Networking RackSwitch™ G8052

### IBM Business Partners

- Altus IT
- BCS
- M-San

## Innovative hybrid cloud solution

Working with IBM and IBM Business Partners Altus IT, BCS and M-San, the Avalon team replaced its Dell servers with 16 IBM System x3550 M4 servers to handle the hosting workload, plus a pair of IBM System x3650 M4 servers as backups. The System x servers use the latest Intel® Xeon® E5-2600 v2 series processors, which offer an optimal combination of performance, built-in capabilities and cost-effectiveness. Avalon also upgraded its network with IBM System Networking RackSwitch™ G8052 switches. IBM Global Financing arranged payment terms that enabled Avalon to optimize its cash flow by spreading out the capital cost over time.

"The new infrastructure provides full redundancy at the network, hardware, storage and hypervisor levels, which enables us to offer better than 99.9 percent availability," says Mujic.

The Linux cloud services offered by Avalon are hosted on CentOS servers virtualized using the KVM hypervisor. They are managed using OpenNebula cloud management software, which is REST (representational state transfer) API compatible with Amazon S3 and EC2 cloud services. Similarly, the Windows cloud services—based on Windows Server 2012 virtualized on Hyper-V with the Windows Azure Pack—provide REST API compatibility for public Azure clouds.

"Our Linux and Windows private cloud environments can be seamlessly integrated with public cloud providers such as Amazon Web Services and Microsoft Azure," says Mujic. "Effectively, our customers are already running S3, EC2 or Azure in their own private environments, and can use RESTful APIs to extend those environments into the public cloud. This gives our customers an enormous amount of flexibility in how they manage their clouds, and practically unlimited scalability."

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*"None of our competitors currently offers a true cloud service in our region, so the IBM solution really differentiates us."*

—Damir Mujic, founder and CEO, Avalon

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### Impressive cost savings

Compared to the old Dell servers, the new IBM hardware provides better performance while reducing the total physical footprint by more than 50 percent—saving space, power and cooling in the data center.

"With the System x servers, our ongoing hardware and networking costs have been reduced by about 50 percent, and we now have a much more powerful and flexible platform on which to build our future business," says Mujic. "The x3550 M4 servers offer excellent performance for multiple virtual environments, enabling us to support a large and diverse multi-tenant cloud."

As its customers' requirements grow, Avalon can quickly and cost-effectively provision new virtual machines for them. Rather than investing in their own permanent in-house infrastructure, these customers can adjust their landscapes up and down in line with changing patterns of demand. For intense, short-term peaks—for example, during seasonal sales periods—users of the Avalon cloud can even rapidly add new servers from the Amazon or Azure public clouds to help them manage elevated levels of web traffic.

"Crucially, thanks to the IBM solution's full integration with external public cloud services, it also enables us to scale both vertically and horizontally, giving our clients the IT resources they need, as and when they need them," says Mujic. "Instead of making large investments in their own infrastructure, our customers benefit from a secure, flexible and highly cost-effective hybrid cloud."

"None of our competitors currently offers a true cloud service in our region, so the IBM solution really differentiates us," he concludes.

### For more information

Contact your IBM sales representative or IBM Business Partner, or visit us at: [ibm.com/systems/x](http://ibm.com/systems/x)

For more information about Avalon visit: [www.avalon.hr](http://www.avalon.hr)

