

Review the Customer Case Study

Timeframe: 15 minutes

Customer Background

- Smart Hotel Corp is a major hospitality e-commerce company owning series of hotel chains across the world.
- Smart Hotel Corp wants to consolidate their websites, IT environment and streamline their operation by moving to the cloud.
- Founded in 1972 and based in Columbus, Ohio
- Turnover in 2018 exceeded 350 million USD

Customer Situation

- Sprawling IT estate, including a substantial legacy server footprint
 - Windows servers including both x32 and x64 hardware running Windows Server 2003 through to 2016
 - Linux servers running a mix of Red Hat Enterprise Linux 5.8 and 7 series (7.2 through 7.6), Suse Linux Enterprise Server 12, and Ubuntu 16.04
 - The above servers comprise both physical machines as well as VMs hosted on VMware infrastructure managed by vCenter 6.5
 - Multiple database engines, including Microsoft SQL Server, PostgreSQL, and Cassandra
- 448 servers identified
- No clear view of entire estate
- The CTO, James Lynch, was hired 6 months ago from outside the company
- Mandate to address ever-increasing IT costs
- Board has approved strategy to migrate as much existing IT infrastructure as possible to Azure
- Goals:
 - Eliminate IT infrastructure overheads
 - Clean house
 - Create a modern, fit-for-purpose IT environment
 - Save costs