# 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