

Client Success

Healthcare Insurer Overcomes vSphere Licensing Challenges

THE CHALLENGE

Our client, a major healthcare insurance company, faced a critical dilemma when their current virtualization vendor implemented significant licensing policy changes, resulting in substantial cost increases that exceeded their budget. With their core operations heavily reliant on Citrix Virtual Apps and Desktops (CVAD), the company needed to find a cost-effective alternative without compromising performance or stability.

SOLUTION

Leveraging their existing Citrix subscription, which included XenServer Premium, our client partnered with us to explore migrating their Citrix workloads to XenServer. Samana Group conducted a comprehensive Proof of Concept (PoC), which included:

- Setting up a Citrix XenServer test environment.
- Developing a rigorous test plan to evaluate performance.
- Integrating Provisioning Services and Machine Creation Services (MCS).
- Providing detailed guidance on image migration and optimization.

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RESULTS

The partnership between Samana Group and our client delivered exceptional outcomes:

- **Performance Validation** - Confirmed that XenServer could support critical Citrix workloads without impacting functionality or performance.
- **Knowledge Transfer** - Equipped the client with a deep understanding of XenServer architecture and management.
- **Cost Avoidance and Savings** - Enabled a strategic reduction in projected licenses and fees from their current virtualization vendor.
 - Avoided \$588,000 in annual vSphere licensing costs.
 - Total engagement cost (including migration and managed services): \$313,000.
 - Net first-year savings: \$275,000.
 - Projected 3-year savings: Over \$1 million.
- **Operational Efficiency** - Streamlined infrastructure management and improved service satisfaction.
- **Future-Proofing** - Positioned the company to adapt to new technologies and protect against unexpected licensing changes.

CONCLUSION

By partnering with Samana Group, our client successfully navigated a potentially costly licensing challenge, achieving substantial savings while maintaining optimal performance for their mission-critical Citrix environment. This strategic move not only resolved immediate budget constraints but also set the stage for long-term operational and financial benefits, demonstrating the power of proactive IT management and expert guidance in driving business value.