



## KEY HIGHLIGHTS

INDUSTRY: TECHNOLOGY



**LIMOTTA**  
Virtualization Solutions for Business™  
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**CHALLENGE**

Create a means for organizations to have a customized disaster recovery solution that minimizes risk of business downtime as well as simplify access and lower total cost of ownership for employee desktops.

**SOLUTION**

LIMOTTAIT leverages VMware Infrastructure 3 investments while simplifying remote and secure access to what is an ordinarily complex array of storage area networks, security devices, and Tier1 connectivity for a scalable subscription fee.

**VMWARE AT WORK**

VMware Infrastructure 3 Enterprise, featuring:

- VMware ESX version 3.5
- VMware High Availability (HA)
- VMware DRS
- VMware VMotion
- VMware Storage VMotion
- VMware Consolidated Backup
- VMware VDM/VDI
- VMware vCenter Update Manager
- VMware Virtual SMP
- VMware vStorage VMFS

**RESULTS**

- Delivers a reliable disaster recovery environment for SMBs
- Cuts datacenter costs
- Provides the ability to manage virtual servers remotely
- Reduces the need for on-site personnel
- Provides low cost subscriptions to solutions without client hardware investment

*"We looked at other virtualization solutions, but they did not address all of the problems that VMware solves. We have a lot more flexibility and better performance with VMware. Would we have been able to do all of this without VMware? No way!"*

Michael R. Limotta

Owner, LIMOTTAIT (<http://Solutions.VMwareConsulting.com>)

## LIMOTTAIT Helps SMBs Move to the Cloud

LIMOTTAIT is a full service Technology Management Services Provider. As a partner in the VMware Service Provider Program (VSPP) and VMware Enterprise Partner, LIMOTTAIT offers a wide range of managed support services to its 350 business, academic, and government clients that enjoy bundled connectivity, desktop, and server support, as well as virtualization consulting through its business unit at <http://Solutions.VMwareConsulting.com>

LIMOTTAIT was incorporated in 1997 with an initial focus of serving small to mid-size businesses (SMBs) on the central coast of California. The company has recently expanded its business outside the U.S. into Latin America and European markets with its VMware-based virtualization subscription services. LIMOTTAIT now offers a cloud-based disaster recovery solution and packaged thin clients/virtualized desktops for a low monthly fee.

"The traditional DR models prior to VMware were really designed for large enterprise firms who spent hundreds of thousands of dollars on various IT solutions to offset that risk," explained Michael R. Limotta, owner of LIMOTTAIT. "Thankfully, VMware came along to provide a cost-effective solution for SMBs as well as larger organizations that reduces the risk of downtime."

### Lowering Risk and Minimizing Downtime

LIMOTTAIT currently manages over 100TB of customer data on multiple SANs at its central coast datacenter. "Our customers typically can only tolerate downtime for two to six hours – never more than 24 hours for their mission-critical applications. To accomplish this, we provide a fully functioning secondary instance that is live and has near-real-time (or in some cases, real-time) data, that minimizes the amount of time it takes to get their business back up and running.

Maintaining and managing servers can be a risky process for all SMBs – but with VMware's ability to conveniently perform a snapshot and easily roll back to a pre-patched or pre-upgraded version, the risk of downtime has been dramatically lowered. Before VMware, it was much more difficult and expensive.

"Since we have moved to VMware, we have been able to reduce the number of physical servers at our data center as well as our clients' datacenters. But we still provide all of the rich functionality that our clients have come to expect. We've also been able to reduce the amount of on-site labor needed to manage these datacenters, with the ability to perform more remote maintenance."

### Providing Cloud Services to SMBs

The VMware virtualization solution is enabling LIMOTTAIT to offer a complete cloud computing solution to its SMB customers, with increased reliability and lower costs. LIMOTTAIT continually receives positive feedback about the benefits of its VMware cloud computing solution:

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- “In a budget-constrained environment, we need to focus on efficiently allocating resources to increasing student achievement and not wasteful spending on technology followers,” stated Richard Wilson, network manager for the Santa Ynez Valley Union High School District. “LIMOTTAIT’s Offsite Disaster Recovery and thin client/virtualized desktop subscription packages based on VMware both save money and lower risk of downtime in service to our students.”
  - “We subscribe to LIMOTTAIT’s VMware-based Offsite Disaster Recovery subscription service because it gives us peace of mind at a low cost – despite what disaster events may arise in the future,” added Noel Gurgio, IT manager of Fess Parker Enterprises.
  - “We have relied on LIMOTTAIT’s VMware consulting unit and subscription services for years. Because of them, our electronic health records work reliably, enabling us to serve more patients at a lesser cost and risk,” stated Dr. Ken Kendall, CEO of the Elite Eye Care Medical Group/Shepard Eye Centers in California.
- “We looked at other virtualization solutions, but they did not address all of the problems that VMware solves. We have a lot more flexibility and better performance with VMware. Would we have been able to do all of this without VMware? No way,” concludes Limotta.

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