

“We can add and remove CPU resources as required, which allows us to dynamically scale while managing costs. We have also eliminated most of the support spend which had been spiraling out of control.”

Freddy Fernandez  
Database Administrator  
TIGI Linea

TIGI Linea has deployed three Fujitsu M10-1 servers to virtualize its Oracle® E-Business Suite and e-commerce servers for faster speeds, lower costs, improved reliability and disaster recovery.

#### At a glance

Country: USA  
Industry: Cosmetics  
Founded: 1985  
Employees: 350+  
Website: [www.tigihaircare.com](http://www.tigihaircare.com)

#### Challenge

TIGI had relied on numerous SPARC® servers over the years, but they had become outdated, slow, and costly to support. TIGI wanted to find a more modern, flexible hardware platform with robust virtualization capabilities to support its critical e-business and e-commerce functions.

#### Solution

The company replaced seven legacy servers with three Fujitsu M10-1 servers, which now run Oracle E-Business Suite and web services for 350 global users. The SPARC64® X+ processors deliver blistering speeds within a compact 1U chassis.

#### Benefit

- Application performance has increased by 50 percent, making users more productive
- Electricity and air conditioning bills have been cut dramatically courtesy of the reduced energy demand
- TIGI can flexibly add and remove CPU cores to scale with the business and control software licensing spend
- The Fujitsu M10-1 server's small form factor frees up precious space in the data center

## Customer

TIGI Linea produces and sells various hair care products, including shampoos, conditioners and lighteners, to hairdressers, salon owners and consumers. Now based in Lewisville, Texas, it was incorporated in 1985 and now operates as a subsidiary of global giant Unilever.

## Products and services

- Fujitsu M10-1 Server
- Oracle Solaris®
- Oracle VM Server for SPARC

## Challenge

Over the years, TIGI has accumulated a range of SPARC servers, which hosted its Oracle E-Business Suite along with other core business functions. However, these servers were managed physically and running older application versions. The company wanted to refresh the legacy environment and introduce virtualization for flexibility and efficiency.

"We had bare metal SPARC machines dedicated to supporting various parts of our Oracle infrastructure and web services but they were getting old and were costly to maintain. We needed to invest in the latest technology to give the business capacity to grow," explains Freddy Fernandez, Database Administrator, TIGI Linea. "Furthermore, we wanted to introduce disaster recovery capability, which we did not have at the time, for built-in resilience."

After some diligent research, the company came across Six Degrees Consulting, a local Oracle Gold Partner and Systems Integration specialist. Six Degrees Consulting enables the integration of hardware, software and IT processes that exceed today's business needs while bringing enterprise-class products to a wide range of companies and governmental institutions. Six Degrees Consulting suggested that the Fujitsu M10-1 Server would be the ideal, cost-effective solution for TIGI.

"I was a little hesitant initially because it represented a shift in direction in terms of hardware, but we have been long-term Fujitsu customers, and that gave me the confidence to proceed with the deployment," adds Fernandez.

## Solution

The Fujitsu M10-1 is a high performance, compact, entry-level server with high reliability, making it perfect for TIGI's needs. It supports as many as 16 cores with a large memory capacity as well as large capacity internal storage in a space-saving one-rack-unit (1U) chassis. The Fujitsu M10-1 uses SPARC64 X+ processors, providing Capacity on Demand (COD) with core-level CPU Activation to dynamically grow processor resources as needed.

"Six Degrees installed the OS, built the virtual environments and migrated the old data entirely remotely over the course of three weeks," continues Fernandez. "It was a seamless transition because we performed a physical-to-virtual migration while the servers were running. Then we could shut down the bare metal machine and bring up the new virtual machines with their own IP addresses."

TIGI was able to consolidate its new virtual environment with just three Fujitsu M10-1 servers, compared to the seven physical servers it had in place previously.



These are used to host virtual machines that process thousands of web services and e-commerce transactions for global users in the US, UK, Germany and Italy.

"The new solution hosts the Oracle E-Business Suite, including all of our test, development and sandbox clones," says Fernandez. "We are also using it to run test and development for our ERP platform, with a view to potentially moving the live ERP production to the virtualized Fujitsu servers."

## Benefit

TIGI is realizing multiple benefits using the new Fujitsu hardware, not least when it comes to cost savings. Hardware support and software licensing costs have been reduced dramatically, courtesy of the consolidated footprint and the fact that cores can be licensed flexibly when they are needed.

"We can add and remove CPU resources to our virtualized environments as required, which allows us to scale while managing costs," continues Fernandez. "At the same time, the old machines used a lot of electricity and created a lot of heat, which is no longer the case. The new Fujitsu M10-1 servers bring down the energy and air conditioning bill considerably."

The Fujitsu M10-1 servers also boast lightning-fast performance with the SPARC64 X+ processors providing a 50 percent increase in speed. Moreover, the platform is incredibly reliable and integrates built-in resilience. With its flexible virtualization technology, just one additional Fujitsu M10-1 server is needed at a co-location facility to dynamically provide disaster recovery (DR) in the event of failure.

"The Fujitsu system is wicked fast – even though we keep loading more data and applications, it still outperforms the old hardware by a mile," comments Fernandez. "And because we have one server dedicated for DR, we can shift the load automatically in the event of failure. It has been working so well that my boss has suggested migrating the remaining physical ERP servers to our new virtual SPARC environment."

One final advantage of the new Fujitsu servers is the tiny amount of space they take up. Each 1.75-inch-tall server can replace a full rack of legacy equipment. This frees up valuable real estate within the data center. Overall, TIGI now has a flexible, cost-effective, scalable and reliable server platform for its vital e-business services, which stands it in good stead for the future.

"The new Fujitsu servers make my life easier, allowing me to focus on more strategic tasks rather than maintenance and administration," concludes Fernandez. "It just gets on with the job."

## FUJITSU

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