

# Veeam Successfully Monitors 2,400 Virtual Desktop Images

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— **John Ross**  
 Chief Technology Officer  
 GreenPages

## SUMMARY



### Company

Headquartered in Kittery, Maine, GreenPages Technology Solutions has built its success on technical knowledge, superior service, and integrity by offering complete, customized IT solutions to businesses nationwide. GreenPages has revolutionized the way companies assess, develop, deploy, purchase, support, and manage their business-critical technology initiatives.

### Challenge

Monitor the performance of an exceptionally large virtual desktop infrastructure (VDI)

### Solution

**Veeam Monitor™**

### Results

- Scalability: Monitors extremely high-density desktop images
- Small footprint: Doesn't require its own blade to monitor a virtual infrastructure
- Ease and speed of installation: Doesn't require professional services to install

## The Business Challenge

During VMworld 2009, GreenPages built a massive VDI demonstration. Once the company achieved its goal of provisioning 400 desktop images on each of six ESX servers, the massive implementation surpassed the capabilities of the monitoring tool in place. The software company that produces the monitoring tool requested a separate physical blade to run its software. However, even with the extra blade, that monitoring attempt failed too.

That's when GreenPages asked Veeam to step in. It needed a virtualization management tool with the scalability to successfully monitor the performance of this exceptionally large VDI.

## The Veeam Solution

Within 10 minutes, Veeam Monitor was installed, licensed, and properly configured. It accurately reported the new desktop image count, and within 30 minutes, it showed the full input and output (I/O) load, as well as statistics that the solid-state drive fiber-connected logical unit numbers (LUNs) provided to the system.

Veeam Monitor was built from the ground up specifically for the virtual world. It is an easy-to-deploy, framework-independent VMware monitoring solution designed with the scalability to meet the needs of IT professionals overseeing very small virtual infrastructures to very large deployments.

“Veeam Monitor has exceptional scalability and is now our preferred standard for VMware management software,” explained John Ross, Chief Technology Officer for GreenPages. “It monitors extremely high density levels of virtual machines, yet it has a small footprint and is very easy to install. Customers don't want to purchase additional hardware to monitor their systems, and they certainly don't have to with Veeam Monitor.”

In addition to Veeam Monitor, GreenPages also recommends Veeam Backup & Replication and Veeam Reporter Enterprise to its customers.

“Veeam enables us to offer a complete virtualization solution to our customers,” explained Francis Czekalski, Senior Solutions Architect for GreenPages. “We don't have to go from vendor to vendor to collect different management tools because Veeam has everything we need in one place. And with Veeam Business View, it's all tied together into a single view that is meaningful to both technical and business teams. We feel very good about Veeam products and have had great success with them—both internally and on the customer side. Veeam is an important technology partner that is helping us move up the market to larger clients.”

## The Results

**Scalability** - Veeam monitors extremely high-density desktop images. That's because it was built from the ground up to specifically monitor virtual environments.

**Small footprint** - Veeam Monitor does not require its own blade to monitor a virtual infrastructure, no matter how large the deployment.

**Ease and speed of installation** - Veeam Monitor doesn't require professional services to install. During GreenPages' demonstration, Veeam was installed, licensed, configured, and monitoring within 10 minutes. Within the next 30 minutes, it showed the full I/O load and provided statistics that the solid-state drive fiber-connected LUNs supplied to the system.

## About GreenPages Technology Solutions

This national IT consulting and integration company helps organizations assess, design, implement, and manage adaptive, resilient IT infrastructures aligned with their strategic business objectives. GreenPages offers application, data management, network and infrastructure, IT management and business, and technology procurement solutions to customers in the healthcare, financial, education, government, and commercial business sectors.

## About Veeam Software

Veeam Software, a premier-level VMware Technology Alliance Partner and member of the VMware Ready Management program, provides innovative software for managing VMware vSphere 4 and Virtual Infrastructure 3. Veeam offers an award-winning suite of tools to assist the VMware administrator, including #1 for [VMware backup](#): Veeam Backup & Replication; Veeam Reporter Enterprise, for [VMware performance, storage, capacity reporting](#) and chargeback; Veeam Monitor, for [VMware performance monitoring and alerting](#) across multiple vCenters; [Veeam Configurator](#), offering complete host configuration management; and Veeam Business View, a free add-on that works with other Veeam products to [provide business categorization for the VMware vSphere environment](#). With its acquisition of nworks, Veeam's products include the [nworks Smart Plug-in](#) and the [nworks Management Pack](#) that incorporate VMware data into enterprise management consoles from HP and Microsoft. [Learn more about Veeam Software by visiting www.veeam.com.](#)

## GOLD VEEAM PROPARTNER GREENPAGES



### Company

GreenPages is a Gold Veeam Software ProPartner, which gives it access to the Veeam ProPartner Portal—a one-stop resource that offers not-for-resale (NFR) license keys, multi-language sales support, information about current incentive programs, aggressive discounts, and marketing promotional materials. More than 2,500 Veeam partners worldwide utilize the ProPartner Portal to help them make the most of every VMware engagement.

One of Veeam's corporate goals is to help its partners, such as GreenPages, reach upmarket customers with expansive VMware deployments. Veeam accomplishes this by providing its partners with complete virtualization management solutions.



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