



IBM Accelerates Deployment and Time-to-Value with SUSE® Appliance Toolkit

Deploying a business analytics application can be complex and time-consuming. By participating in the SUSE® Appliance Program, IBM* created powerful, self-contained integrated, optimized versions of its Smart Analytics System that are easy to deploy in any customer environment. This drives down development, installation and maintenance costs while accelerating time-to-value for both customers and resellers.

Overview

IBM is the world's largest computer company and systems integrator. Its Smart Analytics System is a workload-optimized platform that provides broad analytics functionality on a powerful warehouse foundation with IBM server and storage. Working with Novell®, IBM is delivering a series of Smart Analytics Systems models that are powered by SUSE Linux Enterprise.

Challenge

IBM saw a burgeoning need for low-risk, low-cost, integrated and optimized hardware and software systems that are easy to build, deliver and deploy in any customer environment. "It doesn't make sense to reinvent the wheel for every customer situation," said Jim Lawrie, Product Manager at IBM. "Our goal was to bring together leading components, along with best practices and put it all together for our customers."

Solution

IBM has a longstanding positive experience with SUSE Linux Enterprise Server from Novell and looked to extend its use as it

began to build integrated, optimized system versions of the Smart Analytics System. The development team began investigating the SUSE Appliance Toolkit. The SUSE Appliance Toolkit would allow IBM to combine its software with SUSE Linux Enterprise Server into one image that is optimized for performance and pre-configured for easy setup and use. From the components of the SUSE Appliance Toolkit, KIWI was chosen as the tool to build the Smart Analytics System images.

"We wanted an operating system that would offer maximum stability as well as development tools that would allow us to build a standard configuration that required as little interaction from the user as possible," said Aman Lalla, software development analyst for IBM. "Building system images with KIWI is straightforward, robust, reliable and repeatable. KIWI helps us to create an easy-to-use, and easy-to-deploy integrated, optimized system. Once we've created the image, a customer or reseller can just insert the DVD and step away from the machine. The image literally deploys itself."

Novell Business Partners:



■ Name of Company:

IBM

■ Industry:

Information Technology

■ Location:

United States

■ Products and Services:

SUSE Appliance Program

SUSE Appliance Toolkit

SUSE Linux Enterprise Server

■ Results:

- Accelerated time-to-value for IBM clients and resellers
- Reduced deployment time for resellers from weeks down to a few hours
- Delivered easy-to-deploy, easy-to-maintain Information Management solution

"By creating integrated, optimized systems with the SUSE Appliance Toolkit, we've dramatically reduced the time-to-value for our Smart Analytics System."

Jim Lawrie

Product Manager
IBM



“Using the tools from Novell allows us to keep development costs down dramatically.”

Aman Lalla
Software Development Analyst
IBM

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Together with Novell, the IBM development team created scripts to automate the system-build process. All of the components necessary to run the IBM Smart Analytics System—including SUSE Linux Enterprise Server, the IBM InfoSphere Warehouse, IBM Cognos analytics software, IBM DB2 and others—are integrated and pre-configured into a single, self-contained image. “Using the SUSE Appliance Toolkit allows us to keep development costs down,” said Lalla. “We can reuse the same core operating system and configurations over and over in an automated fashion. In addition, the automated deployment process validates that the hardware configuration that the image is running on meets software specifications. This is very important, because it prevents a user from installing the image on an undersized server, which would result in a less than optimal experience.”

Because of this upfront pre-configuration, all the reseller needs to do is locate the necessary server hardware and download an image of the integrated, optimized system software. “The reseller simply starts the software installation process and everything that’s needed to run the IBM Smart Analytics System is automatically loaded in, from the bare metal up,” said Lawrie.

The workload-optimized system provides core data warehousing and analytics functionality, pre-integrated and pre-optimized by IBM. “The Smart Analytics System is

delivered to customers ready for them to start applying data and performing analytics from day one,” said Lawrie.

Results

IBM’s participation in the SUSE Appliance Program benefits its customers and resellers alike. “The sooner customers can begin performing analytics, the sooner they can gain a competitive edge,” said Lawrie. “By creating integrated and optimized images, we’ve dramatically reduced the time-to-value for our Smart Analytics System. Our customers don’t have to pay for integration services, or expend their IT staff’s time selecting and integrating components. It’s exciting to deliver functionality faster at a lower cost and less risk for our customers. They benefit from leading components, bundled together and certified by IBM.”

IBM resellers have also responded very positively to the integrated, optimized image. “The SUSE Appliance Program has drastically reduced the time and effort for our resellers to deploy software,” said Lawrie. “It used to take upwards of one and a half weeks to setup and configure the software from scratch. Now they can do it in just four hours. Plus they don’t need to be InfoSphere Warehouse experts to sell the IBM Smart Analytics System. We deliver them a fully integrated, validated software stack that’s extremely easy to install and maintain. That’s very attractive to our resellers.”



For more information on the SUSE Appliance Program, visit: www.novell.com/appliances

For more information on the Novell and IBM partnership, visit: www.novell.com/partners/ibm/

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