Long View Uses Partner Technology to Provide CNRL with an Enterprise-Class Virtual Data Center

CLIENT OVERVIEW

Canadian Natural Resources Limited is a senior independent oil and natural gas exploration, development and production company based in Calgary, Alberta. Established in 1989, their operations are focused in Western Canada, the North Sea and Offshore West Africa. Canadian Natural’s profitable growth has been based on the fundamental principles of effective, proactive financial management and a defined operating strategy which follows a balanced approach to exploration and acquisitions, combined with an emphasis on cost-effective exploitation.

BUSINESS CHALLENGE

As the company experienced an ongoing period of rapid growth, CNRL required a single, dedicated source of information technology products and services. Due to the large-scale, critical nature of their business operations and related IT requirements, a zero-downtime, no interruption, Enterprise-class virtual data center solution was required along with a range of additional hardware and software products.

APPROACH & SOLUTION OVERVIEW

CNRL solicited Long View Systems (Long View) as its primary supplier of IT services and solutions in several key areas:

Procurement
Long View’s Procurement Services practice coordinates and supplies IT hardware and software for CNRL to achieve the best possible pricing, deployment, and support. Long View also acts as a logistics and administrative resource by coordinating the acquisition and deployment of IT assets to CNRL. A Contract Manager has been assigned to ensure logistics efforts are properly executed as well as being a contact point which provides information and updates from manufacturer relationships.

Virtualization/Data Center
Following a comprehensive initial analysis of CNRL’s operational and technology capacity and needs, Long View brought in a long time partner to develop a complete virtualized data center approach, forming the foundation of a long-term strategic relationship with CNRL. This broad initiative was outlined in a presentation to key stake holders and approved based on projected returns. A similar presentation of the detailed data center design was given to CNRL’s technical team. Following buy-ins from the company’s executive and IT management teams, Long View provided a Proof of Concept for testing and development purposes. The processes outlined in this proof served as the basis for infrastructure build testing and documentation as well as the rapid physical-to-virtual (P2V) server migrations needed to get CNRL’s new Enterprise-class virtual infrastructure up and running across two new data centers. In the end, CNRL signed a five year Enterprise License Agreement (ELA) to meet their unique requirements, both now and into the future.

SOLUTION OVERVIEW

- Industry-leading hardware and software procurement service
- Design, implementation, and support of a Enterprise-class virtual data center infrastructure (P2V migration, zero downtime)
- Ongoing consultation on and coordination of procurement related business processes and logistics
- 50+ servers consolidated through virtualization
Long View brought their top consultants and technical experts into play, including system architects and project management staff. Since its inception in 1999, Long View has invested in and built one of the most experienced and knowledgeable virtualization resource teams in North America:

- Regular presenter at virtualization events
- Selected as a top Virtualization Technical Delivery Partner in North America
- One of the first four Technical Advisory Council Partners in the world
- A senior virtualization knowledge resource for many of the top technology companies worldwide – architecting and delivering end-to-end virtualization solutions
- Assessed or virtualized over 45,000 servers in the last 18 months

CONCLUSION

Long View's partnership with CNRL has been a tremendously successful venture for both companies. The key reasons for this success are varied – rather than simply purchasing more of the same hardware, Long View researched the best alternatives and challenged industry norms. For the company's new data center(s), Long View developed a virtualization strategy up front, three years before complete implementation. In both cases, all the work that was done (assessment, test/pilot, production implementation) followed a proven methodology and in cooperation with valuable industry partners. During the course of the data center transition, more than 50 servers were virtualized and the entire project was finished on-budget and 10 days ahead of schedule. Long View is now advising CNRL while they consider the next phase in the evolution of their IT infrastructure.

Canadian Natural Resources selected Long View as our procurement partner... because of their ability to reduce our costs to acquire IT products as well as the unique value-added services they were able to offer us. Long View listened carefully to our specific needs and was able to tailor a solution that met those requirements... Their transparent pricing practices give us a great deal of confidence that we always get a fair deal.

— Sam Lam, Desk side Supervision, CNRL

Canadian Natural Resources selected Long View Systems for our [virtualization] project due to their experience with projects of a similar nature and scope. Long View displayed a wide knowledge of production environments and assisted CNRL with the design of our[s]... Long View led a successful Proof of Concept and provided our team with hands-on, customized training. [They] have since assisted us on numerous P2V conversions and supported us with changes to our business processes.

— Dan Ryan, Manager IS Operations, CNRL

For more information on Procurement, Virtualization, and Data Center solutions, please contact us.

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Benefits

- Data center virtualization lowers resource demands and saves space while improving storage utilization and infrastructure performance
- Data center automation improves efficiency and utilization of IT management and resources while resulting in lower energy costs (power/cooling) and output
- A scalable and sustainable IT infrastructure capable of keeping pace with ongoing growth and changing business needs
- Continuous operation for zero-downtime environments relieves troubleshooting headaches and contributes to a reduced total cost of operations

About Long View

Long View Systems is an IT Services and Solutions organization with over 600 technical consultants across North America. Long View provides clients with the best IT people and offers complete solutions focused around IT infrastructure, user support and technology procurement. For more information, visit www.longviewsystems.com

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