Marimo Holdings Co., Ltd.

Marimo Holdings moved their on-premises virtual server to White Cloud ASPIRE to achieve reduced systems operation load and improved flexibility

Marimo Holdings Co., Ltd. (hereinafter "Marimo Holdings") manages and provides operating support for each of the companies in the real estate focused Marimo Group holding company. Up until now, the company’s Information Systems Department has been using SoftBank’s ULTINA Managed Ether closed network to strengthen the security of the network that connects head office with each location, as well as to disperse the network traffic load. The virtual server environment installed in head office had been operated on-premises. Now that the company’s virtual server support period is ending, they looked into migrating everything to the cloud, and ultimately chose SoftBank’s White Cloud ASPIRE (hereinafter "ASPIRE"), which has excellent TCO. They also chose SoftBank based on their performance and reliability as the company’s current network vendor, and for their ability to offer Marimo Holdings maintenance, operations, and other services together with the cloud services.

### Issues and Effects of Deploying ASPIRE

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<th>Issues</th>
<th>Effects</th>
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<td>Operational management of the on-premises server machines and their replacement every few years created a lot of work.</td>
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<td>To acquire server machines, time was needed to determine the specifications, get quotes, order the equipment, and wait for delivery, which meant prompt response was not possible.</td>
<td>Operational management and replacement of machines is unnecessary in a cloud environment, eliminating the cost of server operations support as well.</td>
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<td>With ASPIRE, which allows resources to be added as-needed, the server environment can be configured flexibly without having to worry about arranging for server equipment.</td>
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Although Marimo Holdings had considered migrating everything to the cloud several years ago when their server equipment was being replaced, at the time there were no services that were well regarded in terms of their TCO and operational performance, so a virtual server environment was built on-premises at the company’s head office. They then deployed SoftBank’s ULTINA Managed Ether closed network to prepare for migrating everything to the cloud in the future, establishing security measures and dispersing the load on the system via a full mesh topology.

With the support period for the company’s on-premises virtual infrastructure coming to an end, they once again conducted a comparative investigation into the cloud, and ultimately decided to adopt SoftBank’s VMware-based ASPIRE for its cost-performance balance and superior operational results.

When Marimo Holdings was reviewing the server infrastructure, the SoftBank service engineer conducted a simulation to determine the optimal configuration environment, and proposed an exclusive server that would retain the existing OS and database licenses. This would allow the initial and running costs to be reduced and create
Deploying ASPIRE means that the company no longer needs to replace their equipment every few years, migrate their systems/data to new equipment, or perform support or maintenance work for unexpected malfunctions. This allows Marimo Holdings to focus their management resources on proactive work that aligns closely with their business strategy. Marimo Holdings is now considering the creation of a virtual desktop infrastructure (VDI), mainly for its employees who frequently take business trips. Creating an environment in which employees can safely and securely use in-house systems even while out of the office would allow for prompt-decision making, which could further increase operational efficiency.

Customer Testimonial

Marimo Holdings Co., Ltd.
Chief, General Affairs Department,
Management Head Office
Mr. Makoto Sugiura

The reason we chose SoftBank is because of their track record of performance and reliability as a network vendor. Since we were migrating our 14 on-premises servers to the cloud all at once, we needed to make sure it was completed over the year-end holidays. On top of the fact that there was a lot of data, there were also network issues. We planned to migrate the data physically, and the SoftBank service engineer resolved the network issues we expected would be difficult to eliminate, conducted verifications in advance, and presented us with a well-founded plan for moving the data on all of the servers via the network. The fact that we were able to fully migrate the data over the network starting on the evening of December 28th and ending with room to spare on the 30th is all thanks to the SoftBank service engineer.

Marimo Holdings Co., Ltd.
General Affairs Department,
Management Head Office
Mr. Shintaro Kaku

Migrating everything to ASPIRE drastically improved our backup work. Before the migration, the nighttime batch processing backup work never completed, and we had to devise work-arounds such as creating a schedule that took the amount of data into consideration and combined both full backups and partial backups. However, using the new backup software has greatly simplified our management work. We have used other companies’ management tools, but it took time to get accustomed to them. Compared to those, the ASPIRE management tool has an easy-to-understand interface, and we were able to transition from our existing tools smoothly. On top of that, ASPIRE’s two-stage verification is easy to use, further improving our security.

Company Information

Company name: Marimo Holdings Co., Ltd.
Head office: 1-17-23 Kogokita, Nishi-ku, Hiroshima-shi, Hiroshima-ken
Established: September 1970
URL: http://www.marimo-ai.co.jp/english/
Number of employees: 357 (entire group, as of 1 January 2017)

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