



University achieves smarter load balancing by migrating from Citrix to Loadbalancer

CASE STUDY

When the cost of their Citrix NetScaler went up yet again, the University of Massachusetts decided to conduct a full market review to find an alternative load balancing provider. One that could deliver all the functionality they needed, while offering much better value for money than its existing vendor.

“Loadbalancer provides us with a much more affordable, intuitive way of providing high availability to our critical applications.”



Rick Cote,
Chief Technology Officer, University of Massachusetts

Challenge

- Existing load balancing provider too expensive
- Needed elevated support for a complex application with tricky configuration changes



Solution

- 4 x VA Enterprise load balancers from Loadbalancer
- Translation of Citrix Configuration to Loadbalancer
- 200+ Virtual IP addresses migrated

Benefits

- Seamless translation of their Citrix configuration to their Loadbalancer appliances
- Significant cost savings
- More intuitive WebUI

Challenge

The University of Massachusetts (UMass) consists of 5 separate campuses, each explicitly aligned with the University's broader goals for education, research, engagement, and stewardship. Technology is seen as a vital resource for enabling these core missions.

To protect the University's crucial IT infrastructure, a comprehensive load balancing strategy was implemented. This included the provision of high availability for critical applications like PeopleSoft with a number of Citrix NetScaler appliances.

Managing and maintaining the NetScaler load balancers proved complicated, however, and following yet another price hike, the University decided to look for an alternative load balancing vendor.

"The NetScalers were a huge expense but we still needed to secure the operation of our critical applications, so we needed a more affordable and workable alternative."

Solution

Having excluded the other market leader, F5, as also being too expensive, the University conducted a full market review and decided Loadbalancer.org was the best fit for their infrastructure and bottom line.

"We were blown away by how intuitive the product was, and the responsiveness of their engineers during our Free Trial, so we were convinced we'd found the right company to help us move forward", said Rich Cote, Chief Technology Officer at UMass.



Given the complexity of their infrastructure and the need to keep their existing configurations identical to their Citrix NetScalers, the University also decided to engage Loadbalancer.org's Professional Services team to do the migration for them.

Benefits

Loadbalancer delivered all of the functionality the University of Massachusetts needed, at a much more affordable price, with more hands-on technical support.

Ease of use

According to Cote, "Loadbalancer.org's virtual appliances were so much easier to use, meaning we can now do everything from change and update configurations to viewing statistics and logs without fuss".

Affordability

Loadbalancer's Enterprise appliances provide great functionality at an even greater price, so their performance to price ratio is hard for competitors to beat.

Professional Services

The University was able to maximize the value of their appliances and accelerate project delivery timelines by leveraging Loadbalancer's Professional Services team.

Their end-to-end technical advisory and implementation efforts made the migration from Citrix to Loadbalancer seamless, ensuring an easy lift and shift of their pre-existing NetScaler configurations.

"We couldn't have done the transition as quickly as we did without the Professional Services team - they were fantastic throughout."

Loadbalancer.org's appliances are designed to be used by real people. With real time pressures. And real problems to solve.

"We expect to be using Loadbalancer's appliances for our critical applications for many years to come", said Cote.

About Loadbalancer.org

Loadbalancer.org's mission is to ensure that its clients' businesses are never interrupted. The load balancer experts ask the right questions to get to the heart of what matters, bringing a depth of understanding to each deployment. Experience enables Loadbalancer.org engineers to design less complex, unbreakable solutions - and to provide exceptional personalised support.

