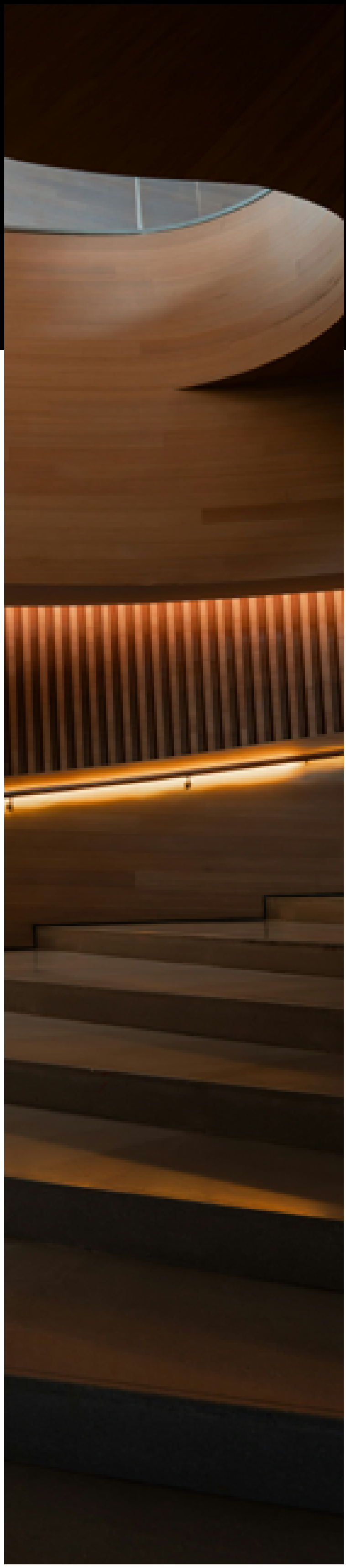
Case study

Meridian Capital Group cuts virtualization costs by 72% with XenServer



Overview

For Meridian Capital Group*, virtualization had always been a stable foundation for delivering secure digital workspaces across its growing business. But when its VMware renewal arrived following Broadcom's acquisition, the economics changed overnight.

Annual licensing costs increased from approximately **$180,000 to more than $1.8 million**, forcing the IT leadership team to quickly evaluate alternatives that could preserve performance, maintain compliance and avoid disruption to employees and clients.

Working with Arrow, Meridian deployed **XenServer** as its new virtualization platform, migrating 600 virtual machines in just eight weeks without production downtime.

The result was a modernized infrastructure that reduced annual hypervisor costs by **72%** while maintaining—and in some cases improving—the performance of its Citrix environment.

The challenge

Like many financial services organizations, Meridian Capital Group depends on always-on access to applications.

Portfolio managers, analysts, traders and support teams rely on virtual desktops to securely access market data, customer information and internal systems throughout the day. Even minor outages can affect productivity, client service and regulatory obligations.

For years, VMware had been the organization's virtualization platform of choice. The infrastructure was mature, reliable and well understood by the IT team.
Then the renewal notice arrived.

Following Broadcom's acquisition of VMware, Meridian's annual licensing costs increased nearly tenfold.

The organization suddenly faced several competing priorities:

- Reduce escalating infrastructure costs
- Preserve existing Citrix Virtual Apps and Desktops investments
- Minimize operational risk
- Avoid lengthy retraining for virtualization administrators
- Complete any migration before the next fiscal planning cycle

The IT team knew remaining on its existing licensing model was no longer financially sustainable, but replacing the virtualization layer beneath a production Citrix environment carried significant risk.

They needed a platform purpose-built for Citrix workloads—and a migration partner capable of delivering it with minimal disruption.

The solution

During a routine licensing review, Arrow identified the opportunity to modernize Meridian's virtualization platform while significantly reducing operating costs. Rather than proposing a disruptive infrastructure redesign, Arrow recommended **XenServer** as a natural fit for the organization's existing Citrix environment. Arrow worked closely with Meridian through every phase of the project.

Assessment and planning

The engagement began with a detailed infrastructure assessment, identifying dependencies, workload requirements and migration priorities. Together, the teams developed a phased migration strategy designed to minimize operational risk while keeping business applications available throughout the project.

Proof of concept

Before committing to a full deployment, Arrow led a proof of concept that validated:

- Citrix workload compatibility
- Performance expectations
- High availability requirements
- Operational workflows for the infrastructure team

The successful validation gave Meridian confidence to move forward.

Migration

Using **XenServer Conversion Manager**, Arrow migrated approximately **600 virtual machines** from VMware to XenServer across four production nodes. The migration was completed over an eight-week period during scheduled maintenance windows, allowing production systems to remain continuously available.

Throughout the engagement, Meridian benefited from a single Arrow point of contact for technical guidance, licensing support and project coordination.

The results

The migration delivered immediate financial and operational benefits.

72% reduction in annual hypervisor costs
Replacing the legacy virtualization platform dramatically lowered annual licensing expenses, freeing budget for future infrastructure investments.

Zero production downtime
Business-critical applications remained available throughout the migration, allowing employees to continue working without interruption.

Rapid administrator adoption
Because XenServer provided a familiar management experience, Meridian's infrastructure team became fully productive within two weeks, minimizing retraining requirements.

Performance maintained—and improved
Citrix Virtual Apps and Desktops workloads continued operating as expected after migration, with several resource-intensive applications showing improved responsiveness under production loads.

The organization also gained confidence that its virtualization platform could continue supporting future growth without the uncertainty of rapidly increasing licensing costs.

Results at a glance

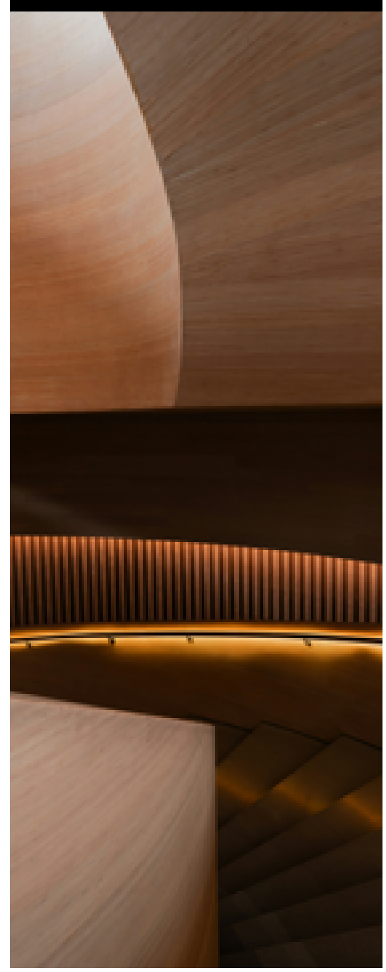
72%
Reduction in annual hypervisor licensing costs

600
Virtual machines migrated

8 weeks
Migration completed

Zero
Production downtime

2 weeks
Time for IT administrators to become fully productive on XenServer



Why XenServer

Meridian selected XenServer because it aligned with both immediate business needs and long-term infrastructure goals.

Key capabilities included:

- Purpose-built optimization for Citrix workloads
- Live virtual machine migration
- High availability and disaster recovery
- Simplified VMware migration using XenServer Conversion Manager
- A familiar operational experience for virtualization administrators
- A cost-efficient alternative to legacy hypervisor licensing models

Combined with Arrow's deployment expertise and ongoing technical support, XenServer enabled Meridian to modernize its infrastructure without compromising stability or performance.

The Arrow advantage

Technology alone doesn't guarantee a successful migration.

Arrow helped reduce project complexity by providing:

- Infrastructure assessment and migration planning
- Proof-of-concept validation
- Licensing guidance
- Technical implementation expertise
- End-to-end project coordination
- Ongoing post-deployment support

With one trusted partner managing both the technical and commercial aspects of the project, Meridian was able to complete its migration on schedule while reducing operational risk.

Looking ahead

Today, Meridian Capital Group operates on a virtualization platform designed to support the future of its Citrix environment—not simply maintain the past. With lower operating costs, stable application performance and a scalable infrastructure foundation, the organization is well positioned to support continued business growth while maintaining the resilience expected in today's financial services industry.

Ready to evaluate your virtualization strategy?

If rising hypervisor costs are impacting your IT budget, Arrow can help you assess your environment and build a migration plan tailored to your business.

** This solution scenario depicts a composite, illustrative scenario based on challenges and outcomes commonly experienced by organizations in financial services. "Meridian Capital Group" is a representative example and does not depict an actual Arrow Electronics or Citrix customer, and any resemblance to a real organization is coincidental. Metrics, results, and quotations presented reflect realistic, achievable outcomes based on XenServer product capabilities, publicly available industry data, and typical deployment patterns for organizations of this size and profile. They are not derived from a verified customer engagement. This content is intended to illustrate how XenServer can address common business and technical challenges, not to represent a specific, named deployment.*