



YOUR MANAGED INTELLIGENCE PROVIDER

INDUSTRY CASE STUDY

GOVERNMENT

MUNICIPAL WEB HOSTING

Hosting **20x** more
customers on the same
hardware

20x

CAPACITY GAIN

100 → 8

SERVERS

\$250K+

SAVED / YR

\$0

NEW HARDWARE

Hosting **20x** more customers on the same hardware

A municipal website host was outgrowing its own infrastructure, with **nearly 100 scattered virtual servers** and rising costs. Simpatico consolidated it all into 8 optimized environments — and unlocked **20x the capacity with zero new hardware**.

CLIENT	SECTOR	ENGAGEMENT	ROI
Municipal website hosting provider	Government	Server consolidation & infrastructure	Within the first year

— THE CHALLENGE

Growing faster than the infrastructure could handle

A company hosting and servicing municipal websites was growing so fast it was outrunning its own infrastructure. Its virtual servers were scattered across outdated environments, making maintenance inefficient and expensive — and upgrading as-is would only have pushed costs deeper into the red.

Outgrowing capacity 01 Rapid growth was surpassing the limits of the existing infrastructure, threatening the ability to take on new customers.	Server sprawl 02 Nearly 100 virtual servers were scattered across outdated environments, making maintenance slow, manual, and costly.
Rising costs 03 Upgrading the infrastructure as-is would have significantly increased expenses, eroding margin and profitability.	No room to scale 04 They needed expanded capacity without piling on more labor overhead or buying more hardware — a scalable, cost-conscious plan.

Server consolidation built for performance, cost, and scale

As their Managed Intelligence Provider, Simpatico designed and executed a comprehensive server consolidation strategy — optimizing performance and cost while building room to grow.

1

Discovery & design

Simpatico's engineers evaluated the existing virtual infrastructure — server utilization, workloads, and performance bottlenecks — with the goal of boosting speed and reliability while streamlining resources.

AUDIT & PLAN

2

Consolidate & right-size

Nearly 100 virtual servers were consolidated into 8 optimized environments sized for actual workload demands, with sites grouped by performance needs for better speed and resource use.

~100 → 8 ENVIRONMENTS

3

Automate deployment

Automated scripts handled site setup, replication, and redundancy — turning what used to be manual, one-off work into repeatable, fast deployments.

SCRIPTED & REPEATABLE

4

Build in resilience

Failover protection was added to minimize downtime and boost reliability, improving uptime and the experience for every municipal site they host.

FAILOVER & UPTIME

THE RESULT

20x the capacity, \$250K+ saved a year

The overhaul let the company host 20x more customers on the same hardware — eliminating manual setup, ending server sprawl, and paying for itself within the first year.

20x

more customers
on the same hardware

100 → 8

servers consolidated
optimized environments

\$250K+

saved annually
cost avoidance + labor

<1 yr

to full ROI
first-year payback

WHERE THE SAVINGS CAME FROM

Smarter systems, smarter growth

Instead of spending to upgrade a sprawling setup, the company turned its infrastructure constraints into an advantage.

Consolidation avoided roughly **\$100K** in new hardware and cut **\$150K a year** in labor overhead — over \$250K in annual value.

Automation and failover did the rest: faster deployments, less manual oversight, and better uptime for every municipal site they host.

"Smarter systems lead to smarter growth."

→ Avoided hardware investment **\$100K**

→ Labor overhead reduction **\$150K / yr**

→ Licensing savings **\$50–150 / server / mo**

→ Server sprawl **eliminated**

HOW WE HELPED

What a Managed Intelligence Provider does

Strategic Design

Identified inefficiencies and aligned the infrastructure with the company's growth goals.

Automation & Scale

Scripts for rapid deployment, scaling, and redundancy across all hosted sites.

Data-Driven Decisions

Reduced manual oversight while improving uptime and customer experience.

Ongoing Partnership

Continuous monitoring and refinement to support sustained scalability and margin growth.

Server consolidation and infrastructure scaling, answered

What is server consolidation and why does it matter?

Server consolidation means combining many under-used or scattered servers into fewer, optimized environments sized for the actual workload. In this case, a municipal website host consolidated nearly 100 virtual servers into just 8 — cutting maintenance overhead, ending server sprawl, and freeing capacity to grow without new hardware.

Can you scale hosting capacity without buying new hardware?

Yes. By right-sizing and consolidating the existing virtual infrastructure and automating deployment, this company was able to host 20x more customers on the same hardware. The added capacity came from optimization, not new servers — which is exactly why it avoided roughly \$100,000 in hardware spend.

How much can server consolidation save?

In this engagement, consolidation saved over \$250,000 a year: about \$100,000 in avoided hardware investment, roughly \$150,000 annually in reduced labor overhead, plus per-server licensing savings of \$50–150 per month. The full return on investment was realized within the first year through cost avoidance and labor savings.

Does consolidating servers hurt reliability or uptime?

It can actually improve it. Alongside consolidation, Simpatico added automated replication, redundancy, and failover protection. The result was better uptime and site performance, not worse — fewer manual touch points and built-in resilience meant a more reliable experience for every hosted municipal site.

What is a Managed Intelligence Provider (MIP)?

A Managed Intelligence Provider goes beyond traditional IT support to design intelligent, automated infrastructure aligned with business goals. As this company's MIP, Simpatico planned and executed the consolidation, automated deployment and redundancy, and continues monitoring and refining the environment to support sustained scalability and margin growth.

LET'S TALK

Is your infrastructure holding back your growth?

If server sprawl, rising hosting costs, or scaling limits are capping what your business can take on, there's likely a smarter, leaner way to grow. Let's find it together.

[Schedule a Strategy Session](#)



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