aws marketplace

Densify

Reviews, tips, and advice from real users

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Product Recap

Densify

Densify Recap

Densify is a hybrid cloud and container resource management platform that makes workloads self-aware of their precise resource requirements and automates the resource management and selection process. This solution helps you control your cloud spend and also helps your apps perform and scale better. Densify enables you to match your cloud requirements with the optimal cloud supply. Additionally, Densify is the only technology that leverages patented, predictive machine learning-powered analytics to perform advanced modeling of workload patterns, and provide precise optimization directives. It is ideal for cloud engineers, container platform owners, and IT finance.

Densify works by:

- Establishing application demand patterns that are based on business cycles, seasonality, peaks, valleys, and other variables.

- Building normalized models of cloud supply and ingesting the entire cloud catalog and latest technologies.

- Considering numerous factors, such as performance benchmarks, cost, technical rules, tags, and policies. The solution uses business and functional tags, operational realities, and granular policy control.

Densify Features

Densify has many valuable key features. Some of the most useful ones include:

- Integration with management and provisioning systems
- Machine learning-based analytics
- Automated resource optimization
- App owner collaboration
- Tailored efficiency reports
- Observability
- Controllability
- Capacity optimization
- Policy driven, automated governance
- VM placement
- Predictive analytics

Densify Benefits

There are many benefits to implementing Densify. Some of the biggest advantages the solution offers include:

Valuable Features

Excerpts from real customer reviews on PeerSpot:

✔ "The solution's tech support is excellent."

Amit Kantia

Infrastructure capacity & demand manager at a tech vendor with 10,001+ employees

✔ "The Densify Control Console, and Environment Status."

Verified user

Sr Technical Manager - Performance & Capacity Management at a tech company with 10,001+ employees

✔ "The Control Console provides a very easy to read dashboard of "too little/just right/too much" resources both for current data and on a historical or predictive basis."

Verified user

Team Lead, Infrastructure at a tech services company with 201-500 employees

✔ "The Control Console is an incredible way to give a quick view of current capacity utilization allowing technical people to drill down quickly and allowing business/management people to get a quick overview of the environment."

Verified user

Performance and Capacity Management at a tech company with 10,001+ employees

✔ "I would say that the initial thing is that it provides us with a technological basis to expand capacity management beyond Excel."

Verified user

Capacity Manager at a retailer with 10,001+ employees

✔ "One would be the automatic rebalancing of the environment. That was one feature which helped. With that, we could improve our efficiency of our VMware infrastructure."

Verified user

IT Architect at a tech company with 10,001+ employees

✔ "The ability to increase server density inside of my environment, which has helped me drive reduction in costs."

Verified user

Engineer at a tech company with 10,001+ employees

What users had to say about valuable features:

"I think it's going to form quite a key element within a number of areas for deployment, deployment release, change management, and for managing our test environments. I have a lot of ideas how we can incorporate the technology with integration to our other systems to leverage what we have and what they deliver. ."

Verified user   Read full review ↗

Capacity Manager at a retailer with 10,001+ employees

"Densify's ability to aggregate multiple on-premise vCenters and multiple cloud accounts, gives it a level of visibility not found in many places. Outside the obvious capacity recommendations and optimizations, the filtering and views provided by this aggregation have been invaluable. ."

Verified user   Read full review ↗

Senior Technical Architect at a media company with 10,001+ employees

"The features which are most important:

- The ability to increase server density inside of my environment, which has helped me drive reduction in costs.
- The features to identify risk or bottle necks in my environment that help me avoid operational incidents.
- Lastly, the feature to do the personnel management and resource planning for my forecast and outlook of the incoming workload.

Verified user
Engineer at a tech company with 10,001+ employees

Read full review ↗

"We leverage Supply and Demand Planning for Virtual Infrastructure to assist in proactive management of resources. By having a realistic forecast of available resources over intervals such as 90 days, six months and one year, we are able to make budget allocations earlier and with more precision.

The Control Console provides a very easy to read dashboard of "too little/just right/too much" resources both for current data and on a historical or predictive basis.."

Verified user
Team Lead, Infrastructure at a tech services company with 201-500 employees

Read full review ↗

"Control Console and Reservation Console.

The Control Console is an incredible way to give a quick view of current capacity utilization allowing technical people to drill down quickly and allowing business/management people to get a quick overview of the environment.

The Reservation Console is excellent for new incoming demand to determine placement. These two features seem as though they will have continual functionality into the foreseeable future and can improve processes while saving substantial time.."

Verified user

Read full review ↗

Performance and Capacity Management at a tech company with 10,001+ employees

"There a lot of good features. One would be the automatic rebalancing of the environment. That was one feature which helped. With that, we could improve our efficiency of our VMware infrastructure.

The second thing is analyzing the workload factors of each and every virtual machine, and then build on the analyzing workload patents. Densify helped us to improve the performance of the software by changing the configuration, like a bump-up or a bump-down of the infrastructure. This, again, helps improve customer satisfaction, if the VM is poorly configured, from a CPU memory or a storage point of view.

And it also helped if this particular working machine is oversized and is not utilizing the resources which are allocated to it. We could bump down the configuration, and thereby improve our efficiency and the capacity management of our environment, so those were the key things.

Plus, the overall recording mechanism is a positive.

Then, when we started with this product, we were in a project deployment model, or rather we were ramping up the infrastructure. We were migrating products from the current workload to the new workload. And one of the features that helped us was to understand the capacity based on the incoming workload. So, we were able to model the incoming workload into the infrastructure and identify how the environment would look after the new workload was added into. So Densify was able to help us with modeling and resource planning.

It simply helps me analyze my infrastructure relatively easily. The data that we get from it is very phenomenal. It also gives us the ability to look at the future modeling of our environment, which helps in terms of planning the capacity, planning. If our workload is going down, we can reduce our infrastructure baseline. If the workload is increasing, we can increase the baseline, and it helps us define that. Also, it helps us optimize the overall infrastructure.."

Verified user
IT Architect at a tech company with 10,001+ employees

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Other Solutions Considered

"This wasn't a business decision made by me, but the switch was made for increased functionality and offering an all-in-one type solution to improve overall capacity and performance management.."

Verified user

Performance and Capacity Management at a tech company with 10,001+ employees

Read full review ↗

"I worked on BMC Capacity Optimization and BMC TrueSight, SRM. But with the team to have Densify implemented, and making it to work, along with excellent support, it made the decision to switch worthwhile for my clients.."

Verified user

Sr Technical Manager - Performance & Capacity Management at a tech company with 10,001+ employees

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"We had a tool called SRM which is an IBM repository for performance and capacity data. We had to extract and perform the analysis to come up with recommendations, which is more time consuming and more human effort. It also adds the possibility of compromising the data, time and quality of the results, with human error.."

Verified user

Sr Technical Manager - Performance & Capacity Management at a tech company with 10,001+ employees

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"We previously used Turbonomic, but found it was over simplified in its filters and viewing current state rather than statistical analysis, and was disruptive when set to automated migration.

We opted for Densify because it makes allowances for brief anomalies and provides recommendations based on sustained shortages or unused resources.."

Verified user
Team Lead, Infrastructure at a tech services company with 201-500 employees

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"We compared the product with VMware's native product, that is vROps, and we found this product to be more intuitive and requiring less effort to put in to utilize it; the VMware product product had a big-time learning curve for us. Of course, the deployment cost was there as well as the learning cost and, of course, a lot of other factors were there, the timelines and everything. Whereas, with this product, the software as a service model, it could be implemented very quickly, very easily, and then we could rely on the recommendations which come from Densify.."

Verified user
IT Architect at a tech company with 10,001+ employees

Read full review ↗

"Yes. We looked internally, developed capabilities that we had which were not market available, and were supported by my organization.

We looked at some products from other organizations, but none of them provided everything for all these different server types inside our environment.

Densify gave us a complete solution rather than having us have five different solutions where we had to stitch data back together from multiple sources.."

Verified user
Engineer at a tech company with 10,001+ employees

Read full review ↗

ROI

Real user quotes about their ROI:

"It is too early to have hard numbers for the ROI. However, in the first few months, we have been able to change VM allocations and avoid the purchase of two VMware hosts, and have avoided the workload of performing the analytics which would have required an increase in head count.."

Verified user

Team Lead, Infrastructure at a tech services company with 201-500 employees

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Setup

The setup process involves configuring and preparing the product or service for use, which may include tasks such as installation, account creation, initial configuration, and troubleshooting any issues that may arise. Below you can find real user quotes about the setup process.

"Initially, the setup seemed to be complex. It was demanding to set up policies having broad visibility into multiple factors relating to each others' entities.."

Verified user

Sr Technical Manager - Performance & Capacity Management at a tech company with 10,001+ employees

"The initial setup is straightforward. The Densify team handles the architecture and most of the setup. The different servers interact fairly easily, yet there is a significant amount of tuning and customization that can be done after initial setup.."

Verified user

Performance and Capacity Management at a tech company with 10,001+ employees

"No, it was very straightforward.

We had preparation for our deployment, some planning sessions, and everything went just as expected. It was very straightforward.."

Verified user

Engineer at a tech company with 10,001+ employees

"The initial setup was very straightforward for connection to on-premise systems. Connection to cloud resources was somewhat more challenging because it involved manually performing user setup on the cloud provider's console. We had a remote session with Densify when doing this part of the work and setup each cloud instance in about half an hour.."

Verified user

Team Lead, Infrastructure at a tech services company with 201-500 employees

"Both. I think set up of the application and the system itself was straightforward. Connection to the data sources was a little bit more complex getting everything there and then. It's the configuration aspect which I think will take probably six months or so to get sorted. That's not a problem, we entered it with open eyes.."

Verified user
Capacity Manager at a retailer with 10,001+ employees

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"Overall, the Densify solution was very simple from my perspective because we didn't have to do much to implement it. We just needed one small server to install the Densify connector which holds the data, and the other thing is we needed was the correct permissions given to certain users. And the connectivity has to be there with Densify's back end infrastructure, but that's the part and parcel of any environment. But if we had gone with, say, a VMware product then we would have had a lot of difficulty or a lot of challenges and problems implementing the solution. So, from my perspective, the installation was very simple.."

Verified user
IT Architect at a tech company with 10,001+ employees

Read full review ↗

Customer Service and Support

"The solution's tech support is excellent. If I need to add something to the reporting feature, I coordinate with the Densify support team. They are good enough to add those metrics into the console. I rate it as an eight.."

Amit Kantia

Infrastructure capacity & demand manager at a tech vendor with 10,001+ employees

"Densify provides excellent support. They are much more of a partner than a vendor. I work with their staff on a daily basis. They are all extremely knowledgeable and ready to help to come to a solution. There is great company culture with them.."

Verified user

Performance and Capacity Management at a tech company with 10,001+ employees

"We have regular meetings with the Densify team to monitor our environment. Initially, they were very helpful because we were new. We wanted to understand the old application and the product, so we had a lot of interactive meetings initially. And then, after product utilization became stable, we scheduled regular meetings.."

Verified user
IT Architect at a tech company with 10,001+ employees

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Customer Service:

We have received great customer service. The Densify staff have been responsive to both support and feature requests.

Technical Support:

The technical support staff have been very helpful. We have received prompt and knowledgeable response to our queries. ."

Verified user
Team Lead, Infrastructure at a tech services company with 201-500 employees

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Customer Service:

Customer service has been quick to respond and has always followed up.

Technical Support:

Among the best software support that I've worked with. Very attuned to our needs and priorities. ."

Verified user   Read full review [↗]
Senior Technical Architect at a media company with 10,001+ employees

"I give them a strong nine out of 10 as they're the industry experts in their domain.

I spent a lot of time with their technical support upfront. They maintain a regular cadence with me, so we have an ongoing relationship. I'm in constant contact with them, and that's more proactive than reactive.."

Verified user   Read full review [↗]
Engineer at a tech company with 10,001+ employees

Other Advice

"From my perspective, this product is really good, and we are not even using each and every feature. But my advice would be, if somebody is looking for a solution for capacity and optimization of VMware infrastructure, this is the right product. It does not require any technical skills to implement the solution.."

Verified user
IT Architect at a tech company with 10,001+ employees

Read full review ↗

"Using the reports from Densify will provide us with the "trusted advisor" backing for our own purchase and provisioning decisions.

Though not currently a large user of cloud resources, we are already able to use this to compare the costs of creating new workload at various locations.."

Verified user
Team Lead, Infrastructure at a tech services company with 201-500 employees

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"I recommend others to use Densify. They can not only use it for reporting but for automation as well. They can implement the policies on the console easily during the build-out procedure. Stability is the primary concern to us as it is causing lots of problems. We can only make significant decisions if Densify allows us, and it takes lots of time. Thus, I rate the tool as a six out of ten.."

Amit Kantia
Infrastructure capacity & demand manager at a tech vendor with 10,001+ employees

Read full review [↗]

"The world is moving into a cloud and analytical era. Densify is putting the right effort in the right direction. Clients and end users, who support their application in the organization, want to know whether they are right or wrong by choosing the appropriate capacity, services against the cost. In that context, Densify is providing much more granular insight to its users. Furthermore, Densify's ability to optimize public cloud spend, especially with AWS, makes this a good tool to address on-prem and cloud environments.."

Verified user
Sr Technical Manager - Performance & Capacity Management at a tech company with 10,001+ employees

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"I think the best advice is plan ahead.

We did this, a little proof of concept ahead of time, so that we could learn before doing our mass deployment.

Planning was everything, so by us having accurate planning, I think this was the reason behind us not having any problems.."

Verified user
Engineer at a tech company with 10,001+ employees

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"I think to bring on board the technical teams such as VMware and the power teams and whoever's systems you are augmenting. I think we maybe could have done that better. The problem is the functionality can be seen as competitive functionality to existing technologies and the technological teams, the teams that manage the technologies, guard them quite jealously. I think it also requires top-down leadership. I don't think it's something that you should try to put it in from, say, the middle tier of management and just through force of will, force it to go in. It would be so much cleaner if it was a top-down and, if all of the potential was understood, if it wasn't just looked at from densification or pure capacity management.

It has a lot to offer as a central analytical area. For instance we're looking at it for usage based chargeback and linking it back into our business navigation systems. That is not even toted as a benefit of the system but it should be.

There are a lot of areas, and this is not unusual that people get fixated on, companies get fixated on, the area that they came from, without really taking a step back and appreciating what potential impact they can have on business as a whole. .."
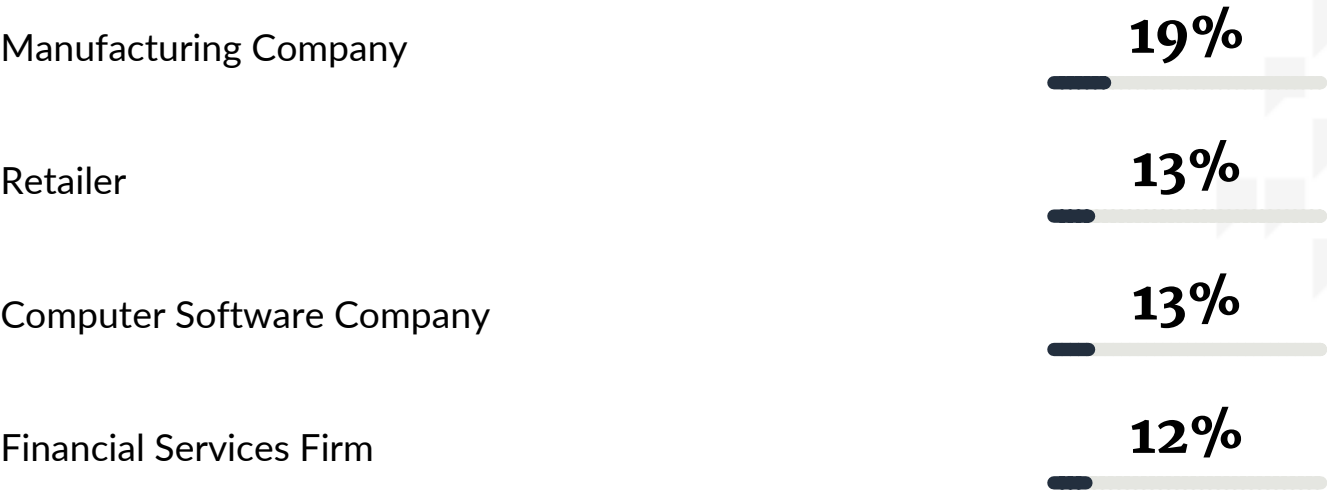
Verified user

Manager at a retailer with 10,001+ employees

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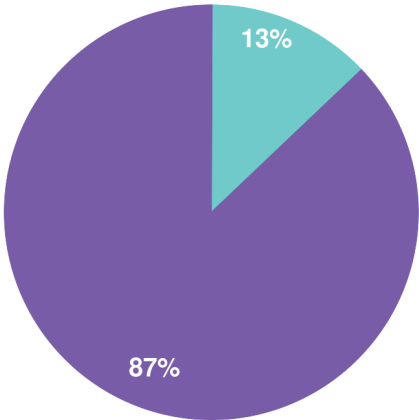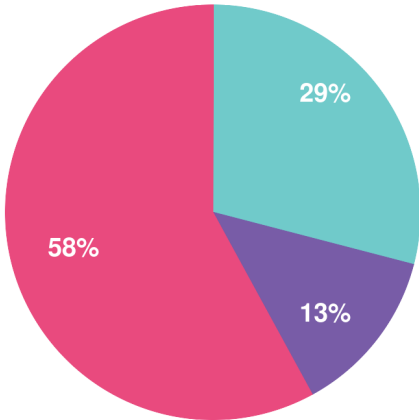
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