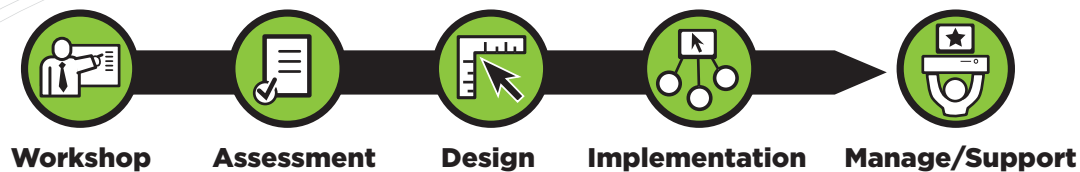


DELLTM PROCONSULT VIRTUALIZATION SERVICES



Simplify, consolidate, and aggressively accelerate virtualization with a portfolio of services that help decrease TCO and speed time to value.



VIRTUALIZATION IS REAL

With organizations realizing that they can greatly improve productivity, efficiency, power/cooling challenges, and disaster recovery, virtualization is being widely adopted. Yet many companies are unsure about how to achieve these results. Without a thorough understanding of the technologies available, buy-in from management and other stakeholders, accurate plans and timelines, and efficient communication throughout the project, virtualization projects can take longer than expected, prove disruptive to staff and processes, and come in over budget.

ACCELERATING THE BENEFITS OF VIRTUALIZATION

Dell ProConsult Virtualization Services simplify virtualization by helping you assess, plan, design and implement virtualization projects. Whether you are just starting to consider undertaking a virtualization project, expanding to meet additional business requirements, or updating to keep current with new technology, Dell virtualization experts can help you save time, money and reclaim your IT resources.

- **Speed implementation time and mitigate risk using automated discovery tools/analysis, peer analysis, and benchmarking**
- **Obtain specific, predictable and measurable outcomes by implementing actionable plans on well defined timelines**
- **Gain clear project visibility using a dedicated project portal and dashboard**

Unlike traditional IT projects accompanied by lengthy and expensive consulting engagements, Dell ProConsult services leverage Dell's targeted consulting methodology based on experience gained through thousands of customer engagements to keep projects on time and on task. Dell will collaboratively help you plan, assess and implement virtualization projects and provide the training and knowledge transfer to help ensure your success.

DELL PROCONSULT VIRTUALIZATION SERVICES

Dell's portfolio of Virtualization Services include:

- **WORKSHOP**

- Virtualization Simplification Workshop**

- Introduction to virtualization technology and the business benefits.

- **ASSESSMENT**

- Virtualization Assessment**

- Available for VMware®, Citrix XenServer® and Hyper-V®, Dell provides architectural recommendations customized for your environment and a roadmap for adopting virtualization.

- Virtualization Operational Readiness Assessment (VORA)**

- An assessment of the virtual server operational process to determine gaps in processes and possible inefficiencies in areas such as capacity planning, configuration, management, automation or chargeback.

- Storage Assessment for Server Virtualization**

- Dell consultants provide recommendations for effective storage management solutions for a virtualized environment.

- Health Check**

- An in-depth assessment, audit and validation of the existing environment to highlight areas for improvement. Areas identified for improvement are matched to a comprehensive checklist of best practices. This engagement can be beneficial prior to upgrading of an existing virtual server infrastructure.

- **DESIGN**

- Virtualization Design and Plan**

- Available for VMware, Citrix XenServer, and Hyper-V, Dell provides collaborative design and planning sessions to help you optimize configuration for all areas of your environment that could be impacted.

- Virtualization Streamlined Migrations**

- Help speed time to optimization and accelerates time to value for large organizations via unique and proven Dell tools, dashboards and a migration factory approach.

- Virtualization Remote Office in a Box (VRBO)**

- Designed for regional offices, retail stores, and bank branches or other environments with unique infrastructure challenges few administrative resources.

- **IMPLEMENTATION**

- Site Recovery Manager (SRM) Accelerator**

- Helps automate the execution of disaster recovery plans for the virtual environment.

- **MANAGEMENT**

- Dell Virtual Server Management**

- Helps optimize virtual server environments with a cloud-based managed service that provides around the clock monitoring and alerts, comprehensive reporting, along with expert analysis and advice with weekly status and monthly in-depth operations reviews.

DELL PROCONSULT SERVICES ENABLE IT SIMPLIFICATION

Dell works with you to automate, standardize and reduce complexity to help improve the efficiency of your IT operations. Dell Consulting Services begin with half-day workshops to identify and prioritize your IT challenges and introduce well-defined engagements that are designed to deliver predictable outcomes on defined timelines. Contact your Dell representative to set up time to explore how Dell can help you save time and money on your virtualization projects.

SIMPLIFY YOUR IT MANAGEMENT AT DELL.COM



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