



## Dell Services™ IT Consulting Server Virtualization Design, Plan and Implement

### Accelerate Virtualization in your environment

#### More Than Just Consolidation

Today's economic times are transforming the way we do business, and having the technology that keeps pace with these changes is key to your organization remaining profitable and competitive. Beyond just hardware savings from consolidation, virtualization optimizes infrastructure costs and improves operational agility.

Virtualization helps organizations reclaim capacity (space, power and cooling), delaying costly data center expansion plans. Other benefits includes streamlining test and development environments, fast resource provisioning /workload balancing and affordable business continuity strategies. Virtualization and supporting technologies are based on a flexible architecture, providing support for the adoption of cloud.

While the value of virtualization is well known, your organization may be unsure how to best achieve these results. A project of this size requires a thorough understanding of the technology and interaction with existing systems. In addition, buy-in from management and other stakeholders, accurate plans and timelines, and efficient communication throughout the project are crucial. Without these, virtualization projects can take longer than expected, prove disruptive to staff and processes, and come in over budget

#### Accelerate the Benefits of Virtualization

At any stage of your project, Dell virtualization experts can help save time, money and reclaim your IT resources when designing, planning or implementing a virtualization project.

#### Features/Benefits of this Service Include:

**Ensure Success.** Dell Skilled Solution Architects have achieved success with thousands of implementations, and the managing and monitoring of them. Engagements are based on a validated, repeatable process providing clear phases and decision points and with an IT team that understands virtual infrastructures and how to monitor and manage them.

**Speed Time-to-Value.** Automated tools for discovery and analysis, peer ratings and rankings, and bench marking helps to achieve quicker and more accurate results with fewer resources.

**Provide Choice of Technology.** Through partnerships with leading industry technology partners, VMware, Microsoft Hyper-V and Citrix Xenserver, Dell can provide you with the solution that best meets your business needs.

**End-to-End Solution Capabilities.** Dell offers hardware, choice of software, services and on-going support for an optimal virtualization implementation

**Minimize Risk.** Validated business ready configurations are available. These have been tested on the entire solution stack; Dell servers, storage and software to ensure optimal usability.

**Ensure Project Visibility.** A dedicated project portal and dashboard provides clear project visibility to ensure end results meet time, cost and results expectations.

Dell Services accelerates the process by combining the design, plan and implementation phases into a continuous engagement known as Streamlined Optimization.



**Workshop**



**Assessment**



**Design**

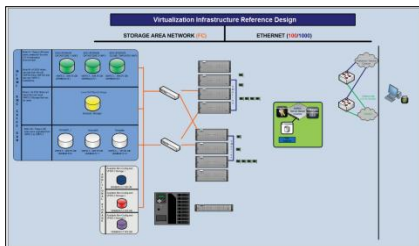


**Implementation**



**Manage/Support**

PHASE	DESCRIPTION
<b>Design/Plan</b> <i>Lay the Path for Success</i>	<ul style="list-style-type: none"> <li>• Collaborative design sessions that include your key stakeholders.</li> <li>• Over 100 key design points that can be analyzed and validated.</li> <li>• An optimized configuration for all impacted areas including server, hypervisor, network, storage, back-up, disaster recovery, high availability and monitoring.</li> <li>• The use of planning templates based on Dell's most successful projects.</li> <li>• A detailed implementation plan with over 250 tasks.</li> <li>• An established schedule to meet your timelines.</li> <li>• Documentation enabling your management team to fully understand the approach before making a "go decision".</li> </ul>
<b>Implement</b> <i>Capture the Value</i>	<ul style="list-style-type: none"> <li>• Obtain the benefit of 36 pages of test cases</li> <li>• Reliable, repeatable methodology for implementation tasks</li> <li>• Knowledge transfer through task sharing, repetition, and expert supervision</li> </ul>
<b>Deliverables</b>	<ul style="list-style-type: none"> <li>• A design document, specifying the detailed hardware and software configuration required with a high level implementation plan</li> <li>• An implementation plan with project management that includes tasks, resources, duration and dependencies</li> <li>• Questions and answers checklist</li> <li>• "As built" diagram and configuration settings</li> <li>• Knowledge transfer checklist</li> <li>• Executive briefing before and after production implementation</li> </ul>



Sample Business Ready Configuration

Task Name	Start	Finish	Work	Duration	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter
1 - Migration Project	Mon 09/01/06	Fri 22/09/06	9,827.37 hrs	184.6 days					
2 - Phase 1: Procurement Development and Build Out	Mon 09/01/06	Tue 16/05/06	3,064.97 hrs	92 days					
3 - Project Management	Mon 09/01/06	Fri 12/05/06	722 hrs	96 days					
4 - Initial procurement and approval tasks	Mon 09/01/06	Mon 27/02/06	449.43 hrs	36 days					
5 - Hardware and Software	Mon 09/01/06	Fri 24/02/06	301.63 hrs	35 days					
6 - Quotes & Approval Network	Mon 09/01/06	Fri 13/01/06	32 hrs	5 days					
7 - Procure/Request GIG cards	Mon 16/01/06	Fri 19/02/06	16 hrs	4 wks					
8 - Receive network GIG port	Mon 13/02/06	Fri 17/02/06	3 hrs	5 days					
9 - Deploy Blades in 6500s for GIG	Mon 20/02/06	Tue 21/02/06	10 hrs	2 days					
10 - Decision on memory procurement	Mon 09/01/06	Fri 13/01/06	10 hrs	1 wk					
11 - Quotes & Approval hardware	Mon 16/01/06	Mon 16/01/06	9.6 hrs	1 day					
12 - Request hardware	Tue 17/01/06	Mon 23/01/06	48 hrs	1 wk					
13 - Receive hardware	Tue 24/01/06	Wed 15/02/06	13.6 hrs	17 days					
14 - Request rack space, power, KVM, ILO ports	Tue 17/01/06	Mon 06/02/06	84 hrs	3 wks					
15 - Rack and Cable servers	Wed 22/02/06	Fri 24/02/06	15.63 hrs	3 days					
16 - SAN Procurement and Configuration	Mon 09/01/06	Mon 27/02/06	148.4 hrs	36 days					
17 - SAN analysis/development	Mon 09/01/06	Fri 13/01/06	26.4 hrs	1 wk					
18 - Request SAN int.	Mon 16/01/06	Tue 17/01/06	16 hrs	2 days					
19 - Quotes & Approval SAN	Wed 18/01/06	Thu 19/01/06	24 hrs	2 days					
20 - Receive SAN int.	Fri 20/01/06	Thu 16/02/06	8 hrs	4 wks					
21 - Set up new SAN frame	Fri 17/02/06	Mon 20/02/06	32 hrs	2 days					
22 - Create test LUNs for lab work	Tue 21/02/06	Tue 21/02/06	10 hrs	1 day					
23 - Develop VMFS LUN provisioning process	Wed 22/02/06	Thu 23/02/06	12 hrs	2 days					

Example Virtual Infrastructure Rollout Plan

For more information about any of our service offerings, please contact your Dell representative or visit [dell.com/services](http://dell.com/services).

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