



## Dell Services™ IT Consulting for Server Virtualization

### Gain Agility, Simplify, Consolidate, and Aggressively Accelerate Virtualization

#### Increase Utilization and Improve Agility

Virtualization has been proven to be a key technology in helping organizations remain profitable/competitive. If your organization is new to virtualization, now is the time to realize the benefits.

In addition to hardware savings from consolidation, virtualization can reduce your IT footprint, helping your organization to reclaim capacity (space, power & cooling) and delay costly expansion plans. Other benefits include the ability to streamline test & development, accelerate resource provisioning and workload balancing, while providing affordable business continuity.

#### Optimizing Your Virtualized Environment

Your organization may have already adopted virtualization but are either not fully virtualized, need to optimize or expand. Virtualization, in combination with supporting technologies, helps reach your current business goals and lays a foundation for the future adoption cloud.

#### Dell Services Accelerate Virtualization

Whether your organization is new to, or has already virtualized, Dell can help you realize the full advantages of the technology. Key to a success project is a thorough understanding of the available options, buy-in from management and other stakeholders, concise plans/timelines, and efficient communication throughout the engagement. Without expert guidance projects can fail to achieve projected ROI, take longer than expected, and prove disruptive to IT staff and end-users.

From an initial workshop through to an implementation, our flexible engagements are designed to meet you where you are in the process and take you to where you want to be. We work collaboratively with you and provide knowledge sharing to empower your team.

#### Realize the Benefits:

**Predictable Results.** Skilled Solution Architects use a validated, repeatable process providing clear phases and decision points. Utilizing the expertise gained from thousands of engagements, our team understands virtual infrastructures and how to implement and manage them.

**Seamless Transition for End-Users.** Minimize disruption and associated loss of productivity and revenue to end-users and daily operations.

**Accelerate Time to Value.** Automated discovery tools/peer analysis and benchmarking achieves quicker and better results with greater accuracy and fewer resources.

**Choice of the "Right" Technology.** Dell has partnered with leading industry technology partners, VMware®, Microsoft® and Citrix® to 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.

**Ensure Project Visibility.** During implementation you staff has clear visibility to ensure end results meet time, cost expectations.

**Minimize Risk.** Dell and our partner have created tested/validated reference architectures to ensure optimal usability. Dell provides the complete solution including software, servers, storage and services.

## Dell Services

### IT Consulting for Server Virtualization

These services are available for VMware® vSphere (including Lifecycle and Lab Manager), Citrix XenServer® and Microsoft® WS2008 R2 Hyper-V.



**Workshop**

**Assessment**

**Design**

**Implementation**

**Manage/Support**

PHASE	DESCRIPTION	
<b>Workshop</b> <i>Understand the Potential</i>	<ul style="list-style-type: none"> <li>• <b>Virtualization Simplification Workshop.</b> This service is a good choice if you are new to virtualization. The goal is to introduce the features/benefits, various available technologies and Dell's point-of-view.</li> <li>• <b>Efficient Architecture Workshop.</b> Understand how to effectively accelerate the benefits of virtualization in your environment. Assists you in understanding new technologies, rapid provisioning, virtual/operational management architecture, and next steps on the journey from virtualization to cloud.</li> </ul>	<b>Design, Plan and Implement – Streamlined Optimization</b> <ul style="list-style-type: none"> <li>• Accelerates time to value for large organizations via unique and proven Dell tools, dashboards and a migration factory approach.</li> <li>• Assessment, Design and Implementation in a integrated process.</li> </ul>
<b>Assessment</b> <i>Make Informed Decisions</i>	<ul style="list-style-type: none"> <li>• <b>Virtualization Assessment.</b> This service is a good choice if you are new to virtualization. Dell consultants utilize automated discovery and analysis to provide architectural recommendations and a customized roadmap for your virtualization adoption.</li> <li>• <b>Virtualization Operational Readiness Assessment (VORA).</b> Assessment of your virtual server operational infrastructure to determine gaps in processes and possible inefficiencies in areas such as capacity planning, configuration, management, automation and chargeback.</li> <li>• <b>Storage Assessment for Server Virtualization.</b> Assessment of and recommendations for effective storage management for your virtualized environment.</li> <li>• <b>Health Check.</b> In-depth analysis of the existing environment to highlight areas for improvement. This engagement can be beneficial prior to upgrading your virtual server infrastructure.</li> </ul>	
<b>Design</b> <i>Lay the Path for Success</i>	<ul style="list-style-type: none"> <li>• <b>Virtualization Design and Plan.</b> Collaborative sessions to help you optimize configuration for all impacted areas of your infrastructure.</li> <li>• <b>Virtualization Remote Office in a Box (VRBO).</b> Designed for regional offices, retail stores, and bank branches or other environments with unique infrastructure challenges and few administrative resources.</li> </ul>	
<b>Implement</b> <i>Capture the Value</i>	<ul style="list-style-type: none"> <li>• <b>Implementation.</b> Facilitate a well planned virtualization solution implementation that meets your business requirements.</li> <li>• <b>Site Recovery Manager (SRM) Accelerator.</b> Automates the execution of disaster recovery plans for your Vmware environment.</li> </ul>	
<b>Manage</b> <i>Ongoing Success</i>	<ul style="list-style-type: none"> <li>• <b>Dell Virtual Server Management.</b> Cloud-based managed service provides around the clock monitoring and alerts, comprehensive reporting, and expert advice/analysis with weekly status and monthly in-depth operations reviews.</li> </ul>	

**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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