



Storage Implementation

Liberate your IT staff from the rigors of implementation

Get your new storage into production faster.

You have spent valuable resources acquiring the right technology for your organization. Implementing new storage products quickly without disrupting operations or end users is key to begin realizing returns on your investment. Unfortunately, taking the time to set up the systems yourself can be costly, time and resource intensive, and an inefficient use of your IT staff's time.

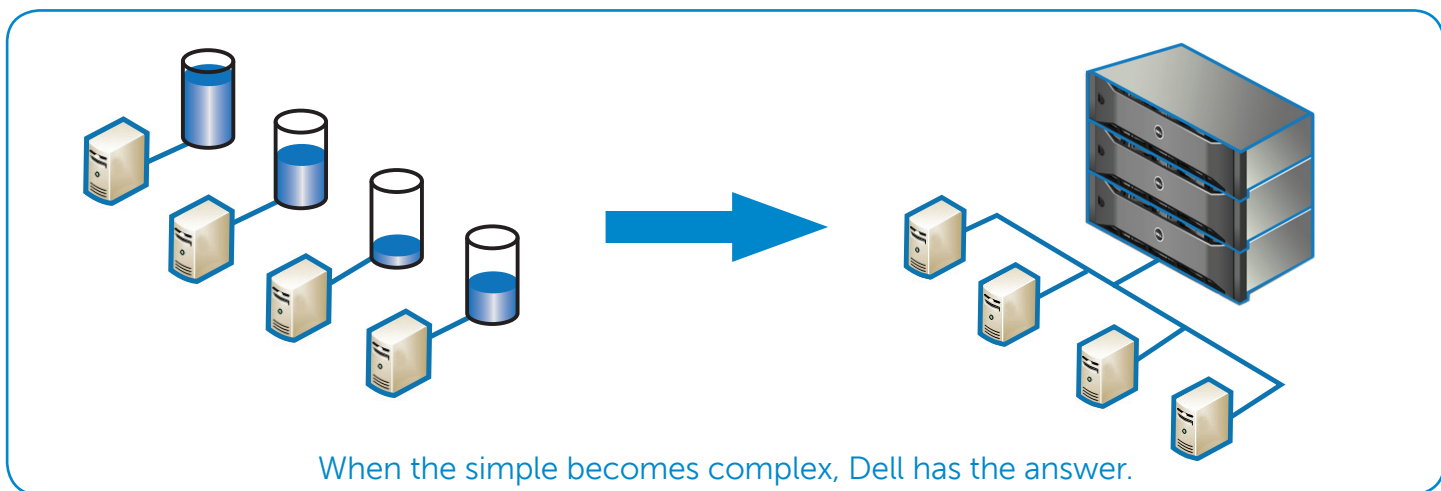
If you have one storage array connected to one server and running one application, storage installation is simple and it makes sense to do it yourself. But when that single storage array is attached to multiple servers running multiple applications, complexity emerges. And if three or more arrays are in the mix, a simple installation is transformed into a complex implementation.

Let us deal with the complexity

We can provide the expert knowledge and resources to get your new storage products up and running quickly. Dell Certified Technicians use proven methodologies to minimize provisioning time.

Because we do this so many times, we have developed best practices that we have integrated into our process. Our method of execution has become second nature to our technicians. We have the people, technology, and process finely tuned to perform an implementation with exceptional efficiency.

Finally, when a project is complete, we can provide your IT staff with a product orientation to get you familiarized more quickly with your new technology. We can focus on only the aspects of the hardware and software that are pertinent to your specific application. This saves you the time you would have spent rummaging through all of the owner's manuals to figure out which section applies to your unique scenario.



Methodically overcoming challenges concealed within the details

We provide a wide range of standard storage implementation options to meet your needs, no matter how many locations you have throughout the world. Our standard implementation services meet most organizations requirements but we can design a custom solution if needed. Whichever level of service you choose, you'll get the comprehensive planning and careful execution needed to fully provision your new Dell storage.

Project Management: – We provide you with a single point of contact who taps our deep technical expertise as required for specific tasks as your storage deployment project moves through the each phase of implementation.

Planning: We make sure we understand the technical requirements of your environment and the applications that will be running in the environment. We confirm whether or not this implementation is part of a larger consolidation or virtualization project and how many servers will be attached. We validate how many arrays are needed to do the job. And what the back-up and recovery strategy is. Once the target environment is acknowledged as stable, we then produce a detailed action plan for completing the implementation as well as specific timing.

Finally, we conduct a detailed readiness review which includes the scope of the services and the specific implementation steps as well as confirming that all new hardware has been received and is located in close proximity to the installation site.

Installation: We mount your storage products in a rack, and finish the cabling. We then connect them to your network. We perform on-site installation of all PowerVault storage systems, as well as Dell Compellent and Dell EqualLogic, DAS, and SAN solutions. We also install all PowerVault Fibre Channel and iSCSI storage hardware and software to create a robust storage network to meet the needs of your enterprise.

Testing: We test the overall functionality and production readiness of the implemented hardware and software solution. Once all is deemed well, your new storage is fully provisioned and online.

Product Orientation: We make sure your staff is familiar with how your new storage arrays and applications are designed to operate in your environment.

Optional Factory Rack & Stack: Direct from the factory, you can receive your storage products fully racked & cabled. This configuration service provides a consistent, high quality and repeatable solution for delivering fully configured racks to your site, ready for implementation. Beginning with a mutually agreed design that is used as a blueprint, we can consolidate all hardware in the fulfillment center. Racks, servers, storage, switches and power are all merged along with third party components or customer consigned stock ready for the building of the rack. Qualified and experienced engineers run the end to end process and once all components are racked, the system can be powered on, tested and configured to your specifications.

Remote Deployment: Through a secure Internet connection, we can remotely configure your new server to your specifications. This service is a cost effective and efficient way to integrate your new Dell storage products into your environment.

For more information about any of our service offerings, please contact your Dell representative or visit dell.com/services

Compellent Implementation

Dell Services ensures your new Dell Compellent storage system is installed properly, configured per the design specifications, and that your data is migrated safely from your legacy storage system without disrupting operations or end-users. No need for your IT staff to spend time researching correct processes and advanced configuration task sequences, or purchasing the correct tools. We can reduce costs and relieve your IT department of the time consuming implementation tasks that otherwise divert valuable IT resources from business critical activities. We bring two unmatched values to every implementation: deep knowledge of our products and broad experience deploying them. We do 1000's of deployments every year across the globe, in just about every type of customer environment. From this vast experience we have acquired best practices that are integrated into our processes. As a result we are very well aware of what undocumented activity must occur to avoid mistakes. So, in addition to doing it right the first time, we rarely encounter situations or issues for which we are not prepared.

EqualLogic deployment

This service is designed for those who plan to integrate EqualLogic storage into a complex environment where there are multiple applications or large storage arrays. Even though EqualLogic storage is designed for simplified installation, if the environment is complex, the implementation is complex. We can provide the same level of planning, rack & stack, installation, and integration, we provide for any Dell storage product.

